

*Pal*

THE  
Pacific Pharmacist

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JAN 18 1923

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An Independent Journal Devoted to Progressive Pharmacy

Vol. 12

MARCH, 1919

No. 11

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This statement was made at the height of San Francisco's epidemic of Spanish Influenza, and is convincing enough to satisfy even the most conservative as to the value of Mixed Vaccine prophylaxis in this class of infections.

---

Theoretically, a Mixed Vaccine which protects against Influenza and (even temporarily) against Pneumonia and the other complications following Influenza, is better than one which protects only against Influenza. Practically, this seems to have been proved by the experience of many physicians in widely separated areas, and our faith in Mixed Vaccine Respiratory Infections,—“M. V. R. I.”—as a prophylactic has been more than justified by the splendid protective results following its use.

Just how permanent is this immunity has yet to be established, but if it is for no longer than two or three months it is still a remarkable stride in preventive therapy.

---

As a preventive of recurring “colds” which make life miserable for so many every winter, it has been found by many physicians that in most instances three prophylactic doses administered three or four days apart in the fall, followed by two more doses at three or four day intervals, three months later, are sufficient to carry such individuals through the trying winter months in good health.

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Should there be at any time a recurrence of the old disposition to “catch cold,” administration of one or two doses of the vaccine are usually sufficient to dispel it.

Ask your Druggist for “Cutter’s” Mixed Vaccine Respiratory Infections.

---

## The Cutter Laboratory

(Operating under U. S. Gov. License)

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**California**

EASTERN BRANCH:

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**WHEN THE BOYS COME HOME****A PLACE MUST BE READY FOR EVERY RETURNING  
SOLDIER AND SAILOR PHARMACIST.**

About ten thousand Soldier and Sailor Pharmacists will return to civil life. They have given up business or good position to answer the call of their country.

What are the "stay at homes" going to do for them? A period of reconstruction confronts American Pharmacy as it does every other endeavor. The reconstructive period will be quite as serious for those who are at home as it will for those who soon will commence to return. Every American Druggist is face to face with the highest duty to returning pharmacists, to himself and to American Pharmacy.

The American Pharmaceutical Association has appointed a Committee to handle the difficult problems about to arise along common sense and broad lines, so that true help may be rendered and conditions may not become chaotic. The Committee has an appreciation of its enormous task. It means to be helpful in many directions. Aside from finding places for every returning Pharmacist, it plans to secure for them registration and educational facilities of very great benefit.

**WE NEED THE HELP OF EVERY DRUGGIST LOYAL TO COUNTRY  
AND PHARMACY.****THE ADVISORY COMMITTEE OF THE AMERICAN PHARMACEUTICAL  
ASSOCIATION FOR SOLDIER AND SAILOR PHARMACISTS.**

C. O. BIGELOW, CHAS. E. CASPARI,  
H. C. CHRISTENSEN, EDWARD SPEASE.  
FRANK H. FREERICKS, Chairman.

Every American Pharmacist is urgently requested to immediately fill out and detach the following Questionnaire and mail it to Frank H. Freericks, Chairman, Mercantile Library Bldg., Cincinnati, Ohio:

STATE..... CITY..... STREET.....

1st: Give name and last-known address of employee, if any, now in the service.

.....

2nd. Was he a registered Pharmacist or registered Assistant? .....

3rd: Is he a graduate in Pharmacy? .....

Was he attending College? .....

4th: Is his position with you open for him on his return? .....

5th: If you are the successor of one who is now in the service give his name and

last known address. ....

6th: If a neighboring druggist has sold out and closed store to go into the service,

give his name and last known address.....

7th: Will you have a position for a returning pharmacist when the time comes?

If so, at about what salary? .....

8th: Do you believe it possible that you would have employment for a partly dis-

abled Soldier or Sailor Pharmacist .....

9th: Would you consider selling your store to a returning Pharmacist? If so, what

do you ask for it? .....

How much cash required? ..... What is business annually? .....

10th: Would you entertain a partnership offer from a returning Pharmacist? If

so, how much money required? .....

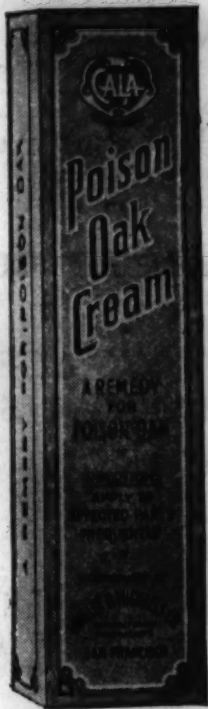
What is annual volume of your business? .....

(Signed) .....

The Committee will be under great expense to carry on its work. It will gladly accept contributions. If so disposed, make your check to H. M. Whelpley, Treasurer, and enclose with Questionnaire.

All information of a confidential nature will not be published and will be used in individual cases only.





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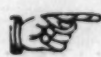
*This is a preparation of distinctive character*

Possesses High Merit

Gives Prompt Relief

*A certain repeater and self-advertised where once sold*

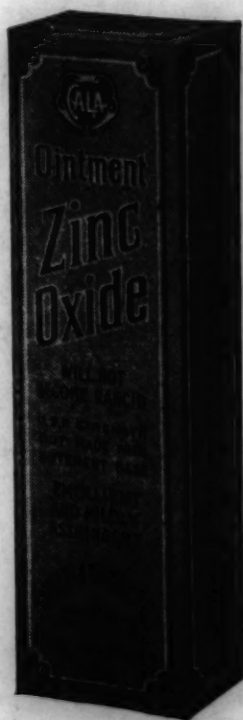
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TICAL LEAGUE.**

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Certificate of Membership free to each "paid-up" member.

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Use

**TANGLEFOOT**

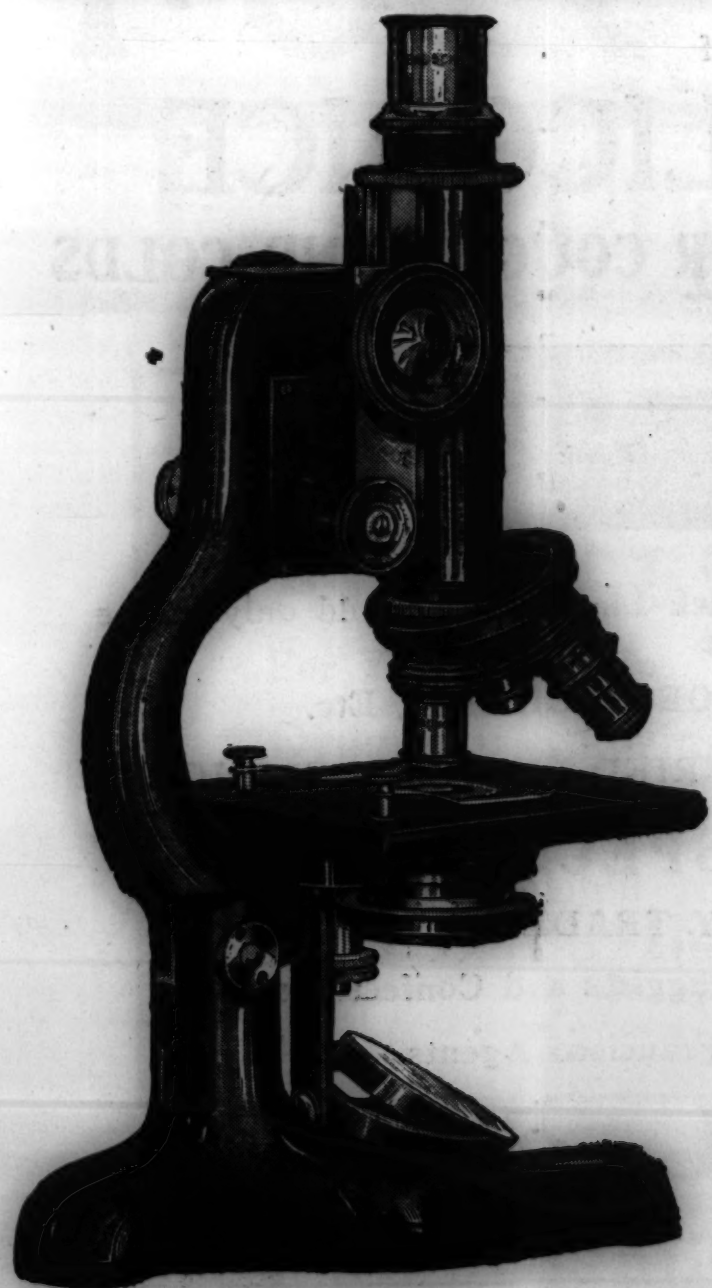
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Druggists' Glass Labels,  
Shelf Bottles and Drawer  
Pulls of every description.  
First-class workmanship.

Order from your jobber.

Manufactured by  
**FAY & SCHUELER**  
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FFS8 Microscope

**New Microscope FFS8**

¶ A new Microscope with side fine adjustment of the lever type. The principle is that of our original lever type of fine adjustment which has met the test of time and been very generally adopted. The construction is simple and durable, giving a delicate movement for work with the highest powers, yet rapid enough for the lower powers.

¶ The stand is of the same form as our FF and embodies all the good features which have commended that model to so many purchasers.

*Descriptive circular will be  
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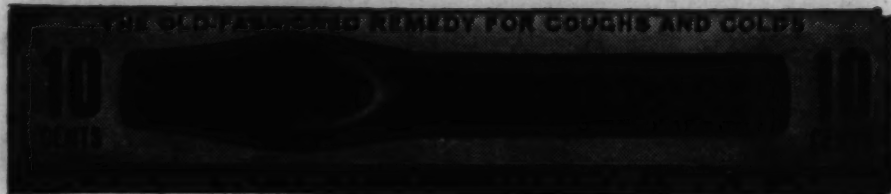
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Sole Manufacturer of

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The Celebrated SCUDDER and M & R BRANDS Stick Licorice, also sold only in the  
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**COCOANUT**

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**MADE FOR THE DRUG TRADE**

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RESIDENT AGENTS IN 35 STATES  
PROMPT AND EXPERT ADJUST-  
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**The American Druggists'  
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**The Original Malted Milk**

**The Food-Drink for**

**ALL AGES IN ALL SEASONS**

For Your Fountain

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Druggists, knowing that every "Horlick's" sale, with its ability to repeat, means sure and steady turn-over from a satisfied trade, are careful to further its sale.

Attractive Display Material  
Prepaid Upon Request

**Horlick's Malted Milk Co.**

**Racine, Wisconsin**



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#### Manufacturers of CESPI Specialties

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#### ALL FORMS OF CLINICAL CHEMICAL BACTERIOLOGICAL EXAMINATIONS

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# Three Maxwell Automobiles and Fifty-Five Cash Prizes

**Three Big "Gets-It" Contests Open on Jan. 27, 1919**



THE retail dealer, the retail dealer's clerk, and the wholesaler's salesman selling "Gets-It," has each asked for a big "Gets-It" Contest this year. A preliminary announcement of these three "Gets-It" Contests has been mailed by the tens of thousands to every corner of the country. If for any reason you have not yet received your announcement, drop us a postal for full particulars.

One contest will be for the retail druggist or his clerk who produces the best "Gets-It" window-display and has it on view for one week, any time between January 27 and July 31, 1919. Award will be made from photographs,—Kodak prints are sufficient. See prizes below.

One contest will be for the retail clerk or druggist who returns the greatest number of "Money-Tabs" (printed on every "Gets-It" carton) between January 27 and July 31, 1919. For this contest we have divided the retail stores into two classes,—"One-two- and three-Clerk" stores, and "Four-or-more-Clerk" stores. Each class will get its list of prizes. See prizes below.

One contest will be for the wholesaler's salesman who sells the most "Gets-It" between January 27 and July 31, 1919. See prizes below.

In case of a tie for any prize, the prize will be duplicated and the parties to the tie will get an identical prize. The Contest is free and open to all. There is nothing to pay.

## PRIZES FOR RETAIL DRUGGISTS AND TO CLERKS.

Grand Prize—Maxwell  
Touring Car, fully  
equipped.

First Prize....\$50 in cash  
Second Prize..\$25 in cash  
Third Prize...\$20 in cash  
Fourth Prize..\$15 in cash  
Five Prizes...  
.....each \$10 in cash  
Five Prizes...  
.....each \$5 in cash

## PRIZES TO CLERKS AND TO RETAIL DRUGGISTS.

Grand Prize—Maxwell  
Touring Car, fully  
equipped.

Two 1st Prizes.\$50 in cash  
Two 2nd Prizes.\$25 in cash  
Two 3rd Prizes.\$15 in cash  
Two times Five  
Prizes.....\$10 each  
Two times Five  
Prizes.....\$5 each

## PRIZES TO WHOLE- SALERS' SALESMEN.

Grand Prize—Maxwell  
Touring Car, fully  
equipped.

First Prize.....\$50 in cash  
Second Prize...\$25 in cash  
Third Prize....\$20 in cash  
Fourth Prize...\$15 in cash  
Five Prizes....  
.....each \$10 in cash  
Five Prizes....  
.....each \$5 in cash

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When Customers Ask for a  
**“Good Hot Water Bottle”**

Show “Wearever” No. 40

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Laxative Medicated Grapes are clean, ripe, sound Muscatel Grapes, especially dried, seeded and medicated with active ingredients for the treatment of Constipation and disorders of the stomach, liver and bowels.

### CROWN HEADACHE POWDER

Makes  
Friends

Makes  
Money



A Good  
Remedy

A Good  
Seller

Have been in use for 18 years, and proven satisfactory to the consumer and profitable to seller. Half dozen free goods with an order for three dozen, either size. Ask your jobber.

Guaranteed by the F. A. Weck Co. under the Food and Drugs Act of June 30, 1906. Serial No. 3601.

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BOSTON

MASS.

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### Manufacturers of High Grade Chocolates and Confectionery



Always sign of best in confections

"Do you think a shilling goes as far as it used to go?"

"Farther; nowadays it never gets back."—Chestnut Box.

"Has your son been inoculated since he has been in camp?"

"No; last I heard of him he was still a private."—The Orphan.

"Did your husband die a natural death?" asked Mrs. Jones.

"No, indeed!" replied Mrs. Brown. "The doctor attended him all the time he was sick!"—Rameses II.

She—You needn't make fun of my nose; I didn't choose it.

He—That's right, sis, it turned up unasked.—Answers.

"She says she prefers to do her marketing by telephone."

"Why so?"

"Says she can't bear to see how little she is getting for the money."

### EFFICIENCY.

It ain't a senseless hoardin'  
Nor stinting of our need,  
But efficiency in spendin'  
That should become our creed.

It ain't some money set aside  
On impulse once awhile,  
But steady savin' day by day  
That builds the solid pile.  
—S. V. Perlman.

"Nothing is so local as not to be of some general benefit."—(Lincoln). Thrift and War-Savings Stamps not only bring individual or community prosperity; they bring national prosperity.

"Why do people say 'As dead as a door nail?'" asked the Boob. "Why is a door nail any deader than a door?"

"Because it has been hit on the head, I suppose," replied the Cheerful Idiot.—Cincinnati Enquirer.



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Platino, Sepia and Hand Colored

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## **Sal Hepatica**

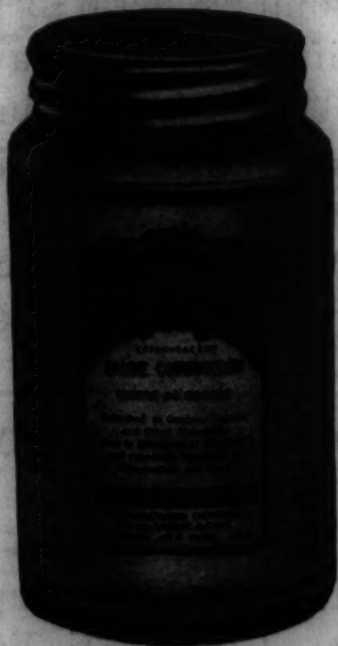
**SMALL SIZE** .....  
.....\$2.40 Per Doz.  
**MEDIUM SIZE** .....  
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**LARGE SIZE** .....  
..... 9.60 Per Doz.

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This means that the Physician sends you a desirable customer; and the least you can do is to treat him fairly, and supply the preparation prescribed, Fellows' Syrup.

Members of the retail drug trade are warned against buying or selling colorable imitations of the well-known yellow-wrapped package of Fellows' Syrup. The highest Courts have decided that such an act is an infringement of the Trade-Mark Law, and makes the offender liable to a suit for damages.



# THE Pacific Pharmacist

An Independent Journal Devoted to Progressive Pharmacy

Vol. XII.

MARCH, 1919.

No. 11.

Published on the Fifteenth Day of the Current Month on behalf  
of the Pharmacists and in the interests of the Drug Clerks.

H. B. CAREY, Manager

Editorial Staff:

J. H. DAWSON

H. B. CAREY

F. W. DESSEL

Address all communications and make all checks and money orders payable to The Pacific Pharmacist, 1294 Ninth Ave., San Francisco, California.

Communications on questions pertaining to Pharmacy and the Drug Business are solicited. The name of the writer should accompany every article, not necessarily for publication, but as a guarantee of good faith.

## EDITORIAL

### MEET IN SAN FRANCISCO.

According to the present indications the California Pharmaceutical Association will hold the 1919 Convention in San Francisco in the latter part of May. We hope this information is correct. San Francisco is some town, and we believe the Pharmacists are anxious and pleased to entertain fellow members of the craft from out of town. Now that the war is over we should have an exceptionally interesting and worthwhile meeting.

### WAR ON SOCIAL DISEASE.

The California State Board of Health backed by the War and Navy Departments and the U. S. Public Health Service, is laying definite plans to fight social diseases in every county in the State. Free clinics will be established in every town of importance throughout the State. The treatment of these diseases will be absolutely free. Persons suffering from these diseases who refuse treatment and are known to be a menace to public health will be detained, isolated and treated until cured.

This is the first time California has ever made a serious and desperate effort to combat the scourge of social disease. Let us hope for the good of the State that the campaign may be highly successful.

### THE SURVEY OF PHARMACEUTICAL COLLEGES.

Elsewhere in this issue of the Pacific Pharmacist you will find an interesting report of the committee to investigate "short term," correspondence, summer, and other similar courses in pharmacy by Miss Zada M. Cooper of the American Conference of Pharmaceutical Faculties. This report gives some enlightenment upon the hundreds of "cheap John" quizz schools of Pharmacy. A large number of these so-called schools apparently are owned, controlled and managed by one person. This individual constitutes the whole faculty in a large number of cases. As anyone might suspect from the data in the report this individual is out for the "coin" and nothing more. He usually gets anywhere from \$25 to \$100 for seeing to it that the individual "gets by" the State Board. "Getting by" the State Board appears to be the first, last and only requirement. Is it any wonder that the educated Pharmacist feels chagrined and depressed to think that he must compete with this class of men?

Now that the war is over, let us hope we may soon have the aid of the Carnegie Foundation in making an unbiased and comprehensive survey of Pharmaceutical education in the United States. Let us hope that



the survey will also properly classify and rate the schools in accordance with the facilities and educational status. That there will be shocking surprises goes without saying. Pharmacy then will have the choice of declaring itself to be a questionable business or a decent profession.

#### THE LEGISLATIVE GRIND.

Elsewhere in this issue of the Pacific Pharmacist you will find a summary of the many bills directly and indirectly affecting pharmacy in California. Several of these bills in our opinion are very good. Bills for controlling venereal disease are especially desirable. This is a scourge heretofore allowed to run riot. Senate Bill No. 466, known as the anti-trading stamp bill, should pass. Fourteen States already have a similar law on the statute books. Bunk in business goes. Assembly Bill No. 622, amending California Pharmacy law, is very desirable. It provides, in short, that the business as regards moneys shall be handled in a businesslike manner. Assembly Bill No. 142, known as the Sunday closing law, should fail passage. Too many ifs and ands would nullify such a law. Most of the other bills proposed are not especially important and probably will fail.

#### MINNESOTA PROGRESSIVE.

There is pending in the Legislature of Minnesota a prerequisite bill which has been recommended favorably out of the House committee and now has a very good chance for passage. The Minnesota State Association by vote of referendum of two years ago, overwhelmingly favored the prerequisite. The bill will affect those only who enter the drug business from the time it becomes a law. Two years college training of at least seven months each is prerequisite for registration as a pharmacist together with two years of practical experience. An assistant pharmacist must have two years col-

lege with the practical experience not being required.

Minnesota has a wonderfully progressive State Association and is to be congratulated on the stand which it has taken for the betterment of pharmaceutical education and training. Approximately 1000 enthusiastic pharmacists attended the convention at St. Paul.

#### THE TOMATO.

Possibly few of us have ever fully realized the value of the tomato in the daily diet. For several years we have been amazed at the enormous quantity of this fruit handled at the canneries. The California farmers in particular produce an enormous quantity of the fruit at prices from \$15 to \$20 per ton. The tomato crop is no small item in the agricultural pursuits of California.

It has been shown by a number of responsible scientists that the tomato fruit is a substitute for citrus fruits in combating scurvy and allied nutritional diseases. Some of the medical scientists are even recommending the use of the canned tomato for young children who are fed on pasteurized milk. It appears that the antiscorbutic properties are not destroyed by the process of canning. If this is all true we can understand why the canned tomato is rapidly gaining in favor especially as an adjunct of the diet of the soldiers.

#### BOLSHEVIKISM.

Machiavellism is the antithesis of Bolshevism. The pendulum has swung away from Machiavellism; our job is now to see that it does not swing to Bolshevism. Bolshevism is a class rule, exactly as Machiavellism was class rule, with the added danger that it is moved by hate and passion and holds out to the ambitious, the industrious and the intelligent no reward for superior efficiency—it drags the worthy and most useful down to the level of the lowest,



laziest, least useful and most worthless of the human species—makes the skillful the servant of the unskillful, by obliging them to share the fruits of their labor with the unskillful, who produce little or nothing.

"When men get into a flock their ears are liable to grow long," said Voltaire, regretting the excesses of the French revolution he helped to create. Unless we are careful in the exercise of our rule, we are apt to make jackasses of ourselves by going to the other extreme. Extremes never cure an evil. Eradicating smallpox and incubating typhus can't help the patient. What the world wants, is a complete stop by everybody, Machiavelli and Bolsheviki alike, of the short changing of humanity that has been going on for centuries by selfish men everywhere. Civilization will not license one man to do what it prohibits another man from doing.

"We have to arrange to divide up your wealth," declared a Communist Committee of seven to Baron Rothschild one day, following the French revolution of 1848.

"How much do you figure I am worth?" asked Rothschild calmly.

"200,000,000 francs," replied the leader.

"And how many inhabitants has France?" asked Rothschild.

"50,000,000," replied the leader.

"That's 4 francs each," rejoined Rothschild. "Here's your 4 francs. Please give me a receipt." And he handed each of the 7 Communists 4 francs (80c), and led the way to his door. The ridiculousness of their demand was obvious to them—they shut up like clams and with their tails between their legs disappeared.

Now we have a proposition that the government turn over the railroads of the country to the workers who now operate them—that if there are any profits earned, the workers shall get them over and beyond their wages and that if there are any deficits, the people of the country shall pay them

in form of a tax. No other workers shall share in this; only those directly employed. But all the other employees of the country shall have to pay the losses, if any occur, in the form of the tax suggested. There is a smell of the long ears about this proposition that is sure to disturb the digestion just now, of the American people, already up to their eyebrows under a flood of taxation and nauseated with selfish one-class legislation.

In a dozen directions, there is apparent a disposition for similar "long ear" buttering of somebody's toast at the expense of other people, who are to have no part of the toast after it's buttered.

"Multitudes," said Goldwin Smith a while back, "are saying in their hearts, if tomorrow we die and death is the end, today let us eat and drink; and if we have not the wherewithal we want, let us see if we cannot take it from those who have."

Same old Machiavellism doctrine—same old human selfishness that we have worked, toiled and sacrificed to destroy; same old itching hand sticking out its paw for the tithe it hasn't earned; same old greedy appetite demanding what isn't its moral right and same old tyrant boot with only a new foot in it.

We have spent \$30,000,000,000 of the treasure of the people and the flower of our youth to beat selfishness to the ground and end its dominion over the world. Having achieved at so much cost what we set out to do, the question now is, are we simply to swap riders and still have to feed and knuckle to the same old horse, with just a new hand at the bridle? Never!

JERRY McQUADE,

Journalist.

—McK. & R. Drug Topics.

#### NATIONAL LAWS AFFECTING PHARMACISTS.

##### Proprietary Medicine Tax.

Yesterday an informal ruling was obtained from the office of Dr. Bren-



izer, chief of the Tax Sales Division of the Internal Revenue Bureau, that the tax of 1 cent for each 25 cents of the retail price on proprietary medicines must be paid by the consumer whether the manufacturer's tax has been paid or not under the old law. It was thought in some quarters that it would be unfair and double taxation to tax proprietary medicines under the new law which had already been taxed under the old law, but the Internal Revenue Bureau was not impressed with this argument. It took the position that it must follow the provisions of the new law, which makes no reference to the exemption of proprietaries from taxation which have been taxed under the old law. It was learned that the Commissioner of Internal Revenue has elected to use the stamp tax as the method of collecting the tax on proprietaries and perfumes, cosmetics and similar articles. This tax will be paid by the consumer at the time of purchase in the form of a stamp furnished, cancelled and affixed to the article by the vendor.

#### **Tax on Ice Cream and Soft Drinks.**

Retailers, particularly retail druggists, are likely to "go up in the air" when they learn that it is the intention of the Internal Revenue Bureau at this time to compel all vendors of ice cream, ice cream cones, ice cream sodas and sundaes and all other articles of food or drink sold at soda fountains or in ice cream parlors, or similar places of business, to keep an accurate record of every individual sale from 5 cents up as a basis for an inventory upon which to return the tax collections monthly in duplicate under oath, as required in Section 630 and Section 502 of the new revenue act. The Bureau will expect retailers to classify the articles of food or drink mentioned which they sell over the counter or table into those retailing at 5 cents, 10 cents, 15 cents, 20 cents, 25 cents, 30 cents and up, so that the Bureau will be in a posi-

tion to collect not only the tax of 1 cent on each 10 cents paid for such articles, but 1 cent on each fraction of 10 cents so paid. As usual, the Treasury Department will have a keen eye for revenue, regardless of how much trouble or expense it may cause retail druggists or other retailers, or manufacturers and jobbers, because every burden imposed upon a retailer in business must affect more or less the manufacturers and jobbers, the retailers simply being the distributors of their products.

#### **Tax Returns.**

The Commissioner of Internal Revenue states that corporations and individuals, where their cases are urgent, unable to complete their returns and file them by March 15 may file with collectors of internal revenue not later than that date an estimate of the tax due for the year and remit one-fourth of such estimated tax. If this is done the collector may accept from the taxpayer any time within forty-five days after March 15 the complete tax return. The blanks upon which corporations will make their income and excess profits tax returns will include a special remittance form for this purpose. Although the return forms for individuals will not embody this special detachable remittance form, collectors will be provided with a supply of separate forms. If the payment on March 15 is greater than the amount eventually found to be due upon examination of the completed return, the excess payment will be credited against the next installment, due June 15. Individuals with incomes of \$5000 a year or less, that is, net incomes, may now obtain tax return forms at offices of local revenue collectors or banks. Forms for individual incomes of more than \$5000 and other tax return forms will be available within two weeks. Married persons, or heads of families, with annual net incomes of \$2000 or more and single persons with annual net incomes of \$1000 or more in 1918



are required to make returns before March 15, except in urgent cases.

#### **War Time Prohibition Act.**

A subcommittee of the Senate Judiciary Committee, with Senator Walsh, of Montana, chairman, this morning considered S. 5561, recently introduced by Senator Sheppard, of Texas, providing for the enforcement of prohibition during the war and period of demobilization. The bill in its present form is not objectionable to the organized drug trade and pharmacy, but if it should be amended so as to define the words "intoxicating liquors", to which the bill is mainly if not entirely addressed, it may become embarrassing to drug and pharmaceutical interests. It is understood that prohibition leaders, or possibly representatives of the Anti-Saloon League, may endeavor to have a definition of "intoxicating liquors" inserted in the bill. If such a definition is not incorporated, it will be left to the Commissioner of Internal Revenue to define "intoxicating liquors". The subcommittee will meet again next Tuesday and may report the bill. No hearings have thus far been held and it is not the present intention of the subcommittee to hold any. It was learned from an authoritative source that the bill is not the work of the Anti-Saloon League, or even of Senator Sheppard, but that it was drawn by "a very good lawyer", presumably Senator Walsh, in cooperation with representatives of the Treasury Department and Department of Justice. The subcommittee in charge of the bill consists of Senator Walsh, as stated; Senator Borah, of Idaho; Senator Wolcott, of Delaware; Senator King, of Utah, and Senator Dillingham, of Vermont. If the bill is not amended and the Commissioner of Internal Revenue is authorized to define "intoxicating liquors" for the purpose of administering the law, it will be agreeable to drug and pharmaceutical interests if the present definition of alcoholic compounds is adopted, as distinguishing between intoxicating liquors and bona fide medicinal preparations containing alcohol. Sen-

ator Walsh has been requested to accord a hearing to representatives of the organized drug trade in the event that the subcommittee decides to define "intoxicating liquors" in the bill.

#### **Non-Beverage Alcohol Regulation.**

The new non-beverage alcohol regulation, T. D. 2788, amendatory of T. D. 2559, T. D. 2576, T. D. 2593 and T. D. 2699, issued for the administration of the Act of November 21, 1918, prohibiting the manufacture of beer and wine after May 1, next, and the sale of beer and wine and distilled spirits for beverage purposes after June 30, next, simply changes prior regulations so as to apply to wine as well as distilled spirits. A paragraph has been added notifying collectors of internal revenue "to exercise the utmost caution in issuing permits when any doubt whatever exists as to the sufficiency of the medication as to alcoholic and medicinal compounds for internal use or the manufacture of flavoring extracts. In such cases the collector will immediately submit the sworn data and samples called for by the Department."

#### **"Near Beer".**

Yesterday the Federal Food Administration announced the removal of restrictions on the use of grain in the manufacture of "near beer" and other non-intoxicating beverages, after the receipt of the proclamation signed at Paris by President Wilson and Secretary Lansing.

#### **Daylight Saving.**

Yesterday the Senate Agriculture Committee favorably reported the annual agricultural appropriation bill with an amendment for the repeal of the daylight saving act. Chairman Lever of the House Agriculture Committee at the same time introduced a similar bill. This action is said to have been taken at the instance of farmers' organizations, which claim that the daylight saving act has not been beneficial to their industry. The act advances the clock an hour from the last of March to October. Senator Calder, of New York, author of the act, is vigorously opposing the amendment.



**New Narcotic Regulations.**

The Commissioner of Internal Revenue has notified counsel for the N. A. R. D. that he will be pleased to hear representatives of the drug trade respecting the new regulation for the enforcement of Section 6 as amended by the pending revenue bill, or receive written suggestions concerning same. The amendment requires retail druggists, dispensing physicians and general merchants to keep a record of every sale of an exempted narcotic preparation, showing the name and address of the purchaser, the name of the preparation and quantity, and the date when sold, this record to be open to inspection by revenue officers whenever they desire to make an inspection of it.

**Convictions Under Section 6.**

It is announced in the Lowell (Mass.) Courier-Citizen of February 19 that "when the cases of Frederick P. Crawford, charged with violation of the pharmacy laws in unlawfully selling to one Emily L. Skilton two ounces of a certain drug, to wit, paregoric, and the Frye and Crawford Company, charged with violation of the drug laws, under somewhat similar circumstances, were called, Judge John J. Pickman, who appeared for both, entered pleas of nolo contendere. After a conference with the court and state officials, it was agreed to impose a fine of \$35 in the case of the concern and to place the case against Mr. Crawford on file."

**RE-ESTABLISHMENT OF  
SOLDIER AND SAILOR  
PHARMACISTS.**

The Advisory Committee of the A. Ph. A. is steadily increasing its activities. Many returning soldier and sailor pharmacists have taken advantage of the committee work, and all inquirers have been referred to a number of good positions. The greatest difficulty continues to exist in connection with reaching men while in the service. The Government does not appear to have given much real assistance to that end. The publicity work of the committee, aside from its direct efforts

has been principally aided by the K. of C. and by the various publications, which are issued under the direction of soldiers at camps and hospitals. The promised assistance of the Y. M. C. A. in posting placards in all of their huts and other buildings overseas, is likely to be of great help, and early results are looked for. Up to this time it has been possible to reach only the men who were and are at the different camps and base hospitals within the country, but in addition to the publicity work which is now being carried across the water, the committee has secured the names of about a thousand pharmacists who are now over there, and means to address them direct, hoping through them to also get in touch with at least some who may not otherwise be reached.

Many inquiries come to the committee for positions in the various chemical branches, and but very few openings have been available. The committee earnestly solicits the listing of positions for chemists, and chemical houses and manufacturers who have positions to offer for chemists are urged to take the matter up with the committee. All communications should be addressed to the A. Ph. A. Advisory Committee for Soldier and Sailor Pharmacists, 1005 Mercantile Library Building, Cincinnati, Ohio.

In the work of the committee, quite a number of local associations have responded in lending their assistance toward securing the filling out of questionnaire cards, but much remains to be done along that line. The lack of funds continues to be a source of worry. A number of pharmaceutical houses have been kind enough to make \$100 contributions, and some proprietary and other manufacturing houses have contributed smaller sums, but as a whole the financial assistance has been entirely inadequate, and all the manufacturing and proprietary houses, and particularly the retail druggists of the country who have not yet contributed, are urged to do so.



In this connection the committee has been much gratified by receiving a contribution of \$100 from the New York Drug Conference, and of \$25 from the New York branch of the A. Ph. A. All contributing checks should be made to M. H. Whelpley, treasurer.

The several State Boards of Pharmacy, with but very few exceptions, have shown deep interest in arranging for unrestricted reciprocal registration to help in the distribution and re-establishment of returning pharmacists, and by June, when this feature is expected to become really important, the committee hopes to have the cooperation of every State Board. All druggists who know of pharmacists and drug clerks in the service, are urged to communicate with them and to advise them of the work now going on for their re-establishment.

Issued for use by the pharmaceutical press.

FRANK H. FREERICKS,  
Chairman of the American Pharmaceutical Association for Soldier and Sailor Pharmacists.

#### REPORT OF THE COMMITTEE TO INVESTIGATE "SHORT TERM," CORRESPONDENCE, SUMMER, AND OTHER SIMILAR COURSES IN PHARMACY.\*

By Miss Zada M. Cooper.

In preparing this report I have divided the whole number of institutions into two general groups, those that are members of the American Conference of Pharmaceutical Faculties and those that are not. The first group presents no difficulties, but handling the second group is an entirely different matter. In the United States there are seventy-one colleges registered or accredited by New York, and we know of twenty-one other institutions or individuals giving instruction in pharmacy. Making allowance for some that we very likely have not heard of, the grand total must be well above ninety.

I have classified these non-Conference

schools that give short courses by states, giving such specific information as we have been able to obtain, including name and location, length and number of courses in a year, tuition and some other statistics. From the correspondence and other literature I have been able to summarize the information and draw some general conclusions which I have embodied in the report.

As far as it was possible to determine there are only eight of the forty-four Conference colleges which gave any sort of short course. A few others reported that they had done so at some time in the past, but had discontinued the practice. Four of the eight, the College of Pharmacy of the City of New York and the colleges of Michigan, Wisconsin and Nebraska Universities, conduct summer sessions in which they give courses the same as or similar to regular courses. At Nebraska the courses are regular in every particular. Michigan's catalogue states that there are "no formal entrance requirements" and that these courses "are open to all those who are qualified to pursue them with advantage. Credit may be applied toward a degree at any subsequent time, when the student becomes a candidate for a degree." Wisconsin's catalogue says "Students who do not desire to become candidates for a degree need not comply with the entrance requirements. They may register in any course or courses the work of which, in the estimation of the instructors in charge, they are able to carry with advantage. Credit toward graduation, however, will be given only after regular matriculation." Of the work, they say, "These courses are given primarily for the benefit of apprentices employed in drug stores, who wish to avail themselves of the opportunity to do university work in practical pharmacy." At the New York College the entrance requirements are the same as for regular courses and no credit whatever is given toward a degree.

Three schools, Kansas and Wisconsin Universities and Highland Park College, Iowa, conduct correspondence courses

\* From the nineteenth report of the American Conference of Pharmaceutical Faculties.



through their extension departments. Some of these are for those who wish to become registered pharmacists and some are technical courses and under certain conditions may count toward a degree. The course at Kansas "is designated for prospective students and apprentices," that is, "to help students to prepare for a pharmacy course" and not as a preparation for State Board examinations. The course is not controlled by the School of Pharmacy but is entirely under the supervision of the Correspondence School of the University.

The School of Pharmacy at Corvallis, Oregon, offers what they call a "Vocational Course, requiring two years of high school work for entrance and not leading to a degree. It runs through two years (length of years not stated, presumably the same as the regular year) and is intended for drug clerks who possess the amount of practical experience required by the majority of State Boards of Pharmacy and who wish to review the work preparatory to entering upon the examination demanded for registration as licensed pharmacists."

Highland Park College in Iowa gives what it entitles the "Best Possible Short Course—Six Months." Some paragraphs from their catalogue will give the desired information better than any comment of mine. "Anyone who expects to become a registered pharmacist can not do better than to complete a course of not less than a total of fifty weeks leading to a degree and a diploma. The pharmacy graduate is broader and better educated because of it. But there are many who have had store experience, but lack the technical knowledge necessary to meet State Board examination requirements. Circumstances are such that they are not able to attend college. For the benefit of these persons, this course is designed. It allows them to get the best education possible in a short time and be prepared to pass their State Board examination. There are no entrance requirements to this course other than an education equal to eight grades of the public schools. Each student

does laboratory work and elects the subject which he needs. We do not recommend the course as a substitute for a regular course in pharmacy. No short course, however practical, is a satisfactory substitute for a complete, thorough course. Many students have been able to pass their state examinations after three months in this course, but students are urged to complete as much as possible because of the great value of the course to them. The advantage of this course over 'plugging' courses, which consist largely of quizzing, is apparent. The tuition is much less, time required no longer, and the work done in the course is of great practical value to the student. He is prepared for examination as a fully registered pharmacist."

It goes without saying that the short courses given by the few institutions which give regular courses also are superior in most particulars to the typical short course school. The staff of teachers is larger, there is a real equipment in the way of laboratories and library, the atmosphere must be somewhat different. In fact, beginning with the absolutely regular work given by some of the Conference colleges, there is a gradual shading through this group into the characteristic short course given by the typical "plugging" school.

#### **Non-Conference Schools.**

The non-Conference institutions, twenty in number, are distributed throughout fourteen states, as follows: Arkansas, Iowa, Kansas, Maryland, Minnesota, Nebraska, Oregon, Wisconsin, one each; California, Georgia, Illinois, Indiana, Missouri, two each; Michigan, three. As you notice, the states are in the central part of the United States except for two on the Pacific coast, one on the Atlantic and one in the South. I have no explanation to offer as to why they are where they are. It occurred to me that some one would be sure to raise the point that they would be most numerous where the standard colleges had very high entrance requirements or large tuition, or both, but that is not the case. They are to be found in those states,



but in no greater number than in other states. One of the number is registered and one accredited by New York, and some others give courses of two, three and four years leading to degrees, leaving sixteen that give nothing but the short course.

These schools are hard to classify, as each is a law unto itself. Their courses vary in length from six weeks to nine months, the greater number being about three months. Some run continuously and students enter at any time, but they are more often timed to have students ready for the periodical Board examinations. The course is then repeated two or three or four times a year. In many cases, individuals are allowed to continue in attendance until they become registered. That alone is the end sought. The smallest tuition is twenty-five dollars for three months, the highest, one hundred and twenty dollars for three months. The schools have been in existence thirty-two years, twenty-four years, twenty years, many from five to ten years. Almost nothing is said about teaching staff. Sometimes there are two or three, more often one. Entrance requirements, if mentioned at all, get only passing comment. There are none, they say, or they are only such as are required by the Board in the state in which they wish to take the examination, or they require a common school education. As the director of a standard college aptly expressed it, "the fee constitutes about the only entrance or scholastic requirement." It is impossible to determine the number of students attending. Much is said about the proportion passing Board examinations, but little else. It is fair to presume that there is a goodly number. These people are not in business for the fun of it. One institution, twenty years old, has had eleven hundred students; an individual teaching private classes has had as many (number of years not specified); one institution in existence for twenty-four years has had sixteen hundred students; another, seven hundred in eight years; one correspondence

school claims to have had twelve thousand students since it was incorporated in 1885. Statements as to equipment are conspicuous by their absence. Blackboards and charts are mentioned several times, the expression "laboratory work" appears once (what sort and how much is left to our imagination) there is one and only one mention of a "well-equipped pharmaceutical laboratory."

Some of these do not call themselves schools, and such sent no printed literature but simply wrote that they conducted private classes. Possibly these should not be included in this report, but since we were to investigate "short-term, correspondence, summer, and other similar courses," I have so interpreted it. When an individual says that he has had more than eleven hundred students in his classes it can hardly be called tutoring. One of these letters, written by the secretary of an accredited college, I want to quote almost in its entirety. "Regarding your inquiry, the college of Pharmacy only conducts the regular two-term degree course. However, the writer has had a considerable experience with special short course instruction and will start a class about July first. Just finished with both Missouri and Kansas class and have several preparing for the Okla. exam. next month. My price is seventy-five dollars for the course, but if you fail to register, which is not at all likely, with the first two months I will help you again with my next class until you register for that fee. You will need a new U. S. P., or Army or Remington Pharmacy and a chemistry. I have all the drugs for identification and give you the necessary lab. instruction. Had eleven pass the last Mo. and seven the last Kans. all with their first course of instruction." Another, written by a man who is a Dean of an accredited college, says: "My course consists of about one hundred and twenty-five hours of the following subjects: Chemistry, Materia Medica, pharmacy, toxicology, the pharmacopoeia and pharmaceutical arithmetic. My price for the course is fifty



dollars. I have taught over eleven hundred students in my private course. My recommendation is the success with which my pupils have passed the different Boards of Pharmacy, also the Naval and Army examinations."

It is evidently a lucrative business; witness the beautiful engraved stationery upon which some of these people conduct their correspondence. One of these letters indicates considerable versatility on the part of the author. Besides conducting a ten weeks' class four times a year during two or three evenings a week from seven to nine, his stationery sets forth that he is an "analytical and manufacturing chemist, analyses, formulas perfected, toxicological work (whatever that may be), expert testimony in legal cases, consultation and chemical problems, preparations duplicated"—all this and more engraved on his letterhead.

While one's sense of humor is uppermost, some statements are exceedingly ludicrous but, taken seriously, they are pathetic, even tragic. A man from Arkansas says: "Now it is not necessary that you should have studied Pharmacy before entering school. I have had but few men who have ever seen a School of Pharmacy before entering mine, and really I would just as soon that they did not. Statistics show that only thirty per cent. of the candidates of the State Board of Pharmacy are successful, but I have an average of eighty per cent. of successful students. If you fail to pass the State Board, I give you another course free of charge. I have a way of teaching by lectures, charts and actual laboratory work that so simplifies pharmaceutical processes and chemical equations that you can not help but remember them ever after." All in six months for seventy-five dollars. One wonders what he would take to teach some of us teachers how to do it. Probably this "way" of his is some special endowment that heaven bestows upon a favored few.

Down in Georgia there is a school giving a three months' course of which they say, "we have the greatest short course in Pharmacy in the U. S. A."

It has just been reported to us that a certain school has gone out of business, and for the State in which the school was located and for Pharmacy in general we rejoice. Because their literature shows very well the attempts to make advertising alluring to the uninitiated, as well as the kind of instruction offered in a quiz school, I am going to quote a few statements, even though the institution no longer exists. Of the course it was said: "The course is not a cram one of State Board questions and answers, but a systematic presentation of the practical parts of a long course in Pharmacy. We use the Alphabetical method of teaching. This is a new method. We go from Acacia to Zinziber and we go over the ground four times." Think of it—four times in fourteen weeks and yet it is not a cram course. In their course of instruction eleven things were enumerated. They were "Materia Medica, Pharmacology, Chemistry, Preparations, Comment on the Pharmacopœia, Dictionary, Unofficial Materia Medica, Laboratory Work, State Board Questions."

From Iowa comes this statement: "Between five and six hundred men from this school have registered in the various States during the past six years, and the average time they spent in school was between twelve and thirteen weeks. These students show as good a knowledge of their subjects in the examinations as do the average graduates of the regular colleges. They just as frequently write the highest grades in the examinations as do the graduates of the regular colleges. Almost every one who comes to this school has had sufficient practical experience to entitle him to take his State examination. Many of the graduates of the regular colleges have never had any practical experience in the drug business. The course of instruction in the ——— school is adapted to the needs of the man with practical experience. It is manifestly unfair to compel him to take his instruction with those who have never had a day's experience in the drug business." Note that last sentence. Is it not a clever appeal to the vanity



of many a drug clerk? To continue: "If one is inclined to doubt the thoroughness of the instruction in the ——— school, and to question the possibility of covering all the practical features of a regular college course in a three months' term, just remember that more men from the ——— school have registered in the various States during the past six years than have been graduated by any of the regular colleges of pharmacy with the exception of the Philadelphia, New York and Brooklyn colleges. It is a significant fact that during the past two years thirty-two students from other schools and colleges of pharmacy have attended the ——— school. Twenty-nine of these are now registered pharmacists." The subtlety of such advertising is apparent to you all, I am sure, as well as the fact that there is no logic in such argument to those who know conditions.

Out in Kansas there is a school which has a slightly unusual attitude toward previous education, in that it seems to bid especially for people who have attended colleges of pharmacy. Its director says: "The better the educational advantages of the student, the easier it is to complete the work in a short time." Then a list of names and addresses is given, together with the colleges attended. It is claimed also that from fifty to sixty per cent. of those passing Kansas and Oklahoma Boards are from this institution. In the previous nine months there were "received one hundred and thirty-five tuitions for the instruction of students and all of these are holding certificates as Reg. Ph." Moreover, "My work ranks with universities and I wish to keep it up to that standard. Students not satisfied with the instruction received in my classes may have their money refunded at the end of the course. I have made this guarantee for many years, and in no instance have I failed to prove the quality of my work. My boys and ladies are such a good boost that I find advertising unnecessary." There are three three-

month sessions for those taking Kansas examinations and as many for the Oklahoma examinations, at one hundred and twenty dollars per individual, and a six-weeks' review course for sixty dollars begins six weeks prior to each examination.

The letters from the president of a Maryland institution are still different. Almost as much is said about his publications as about the class work. He writes, "Why not get my first volume of the quiz book, which is now issued in paper cover and comprises seventy pages of questions and answers like the specimen pages herewith enclosed. This book costs one dollar postpaid and the amount so paid is credited on your tuition when you enter the resident work. If you contemplate entering it will pay you well to get my book and, whether you enter or not, the book is worth many times the price to the student preparing for the State Board of Pharmacy. I hope to hear from you by return mail ordering the "—— Quizzer," and he appends to his signature "author of several books."

Down in Missouri there is a school which sends a contract in which it agrees to do several things of interest to us. "(1) If the student completes the Extension Course in Pharmacy under the direction of ——— and then fails to gain registration in—— (blank for state) at one of the two examinations to which his fee entitles him, ——— agrees to refund the total amount of tuition paid. (2) The student may transfer or sell the Extension Course to anyone without extra expense, provided that he has it fully paid for and not more than three-fourths used. (3) Should the student decide to attend the Resident School at any time, he will be given credit for the full amount which he has paid for his Extension Course, provided he has his Extension Course fully paid for." It is called a Practitioner's Course, requires from six to



eight weeks and costs seventy-five dollars.

In spite of the fact that a few of these institutions giving short courses are not open to criticism and in spite of the other fact that the literature of others leaves so much to conjecture, enough is known to make it evident that the typical short course schools are doing pharmacy no good. From the standpoint of any particular standard college they might be ignored, but the profession as a whole can not afford to do that. The public has these registered pharmacists thrust upon it and only the recording angel knows how many fatalities are traceable to errors of incompetents. Then the good name of our profession is besmirched. How can we expect professional standing while such a condition exists? Some of the institutions that are in states where prerequisite laws have been enacted must soon be singing their swan songs unless under stress of present war conditions some reactionary legislation is obtained. Obviously, this is no time for those of us who want to see pharmacy receive the recognition the real thing deserves, by the Government and by the people, to "fall asleep at the switch."

Dr. Sayre said that he thought the thanks of the conference were due to the author of this very thorough and most satisfactory paper. He was very much interested in the statistics given, and wished to second what the author had to say, namely: that the conditions existing were not only pathetic, but also tragic. Referring to conditions in his own state of Kansas, it was wonderful to him, he said, with all these short-course schools in existence, that the University of Kansas could possibly keep alive, when, according to the showing made here, not only double its number of graduates, but treble and quadruple that number were put into the ranks of

the body of pharmacy after having simply passed a short course. He told of one authentic case in his state of a young woman who had never dispensed a drop of medicine in her life, having acted simply as a cash-clerk in a drug-store, but she took one of these short courses, passed the State Board examination and got a statement to the effect that she had been in the drug business for four years and was entitled to register as a drug clerk in the State of Kansas. Prior to her registration she had done nothing but pass the change over the counter; that was the sum total of her experience. Such conditions are deplorable. "Why can't we do something to stop this imposition upon humanity?" he asked. "We have heard a lot about our responsibility to the public, that we should approve of things to protect the public, and yet this Conference of Faculties seems to have its hands tied while this sort of work goes on." He moved that the author of the paper be thanked by the conference for her excellent presentation of this subject, and that her report be accepted and printed in the Proceedings.

Dr. Diner said that in seconding this motion he wished to express his regret that this paper was not read before the joint session of the conference and the Boards of Pharmacy. "That is where it belongs," he said. "The people who are responsible for these things are the Boards of Pharmacy. If they will work and secure legislation which will prevent people of that sort from appearing for examination, and make it illegal for the Boards to put their stamp of official approval of these so-called schools of Pharmacy, we should not have these 'fly-by-night schools.'" He moved that Miss Cooper be requested to read this paper again, as he was sure it would stand re-hearing, at the joint meeting of the conference and the boards this afternoon.



## VERBAL AGREEMENTS ARE ALWAYS POOR AGREEMENTS.

I always feel as if the most interesting matter I can get for these articles is horrible examples of how not to do it. There is more business law to be learned from one horrible example than from fifty precepts. The following letter is a very good horrible example of how not to sell a business:

Minnesota.

A sells to B under "Contract for Deed" some property, consisting of lots, store building, equipment and stock (supplies on hand). Certain parts of the equipment were exempt from the sale by mutual verbal agreement between the two contracting parties, but B was to be allowed to use them for a while. B paid a certain amount when he took over the property, the balance to be paid in installments, with interest at 10 per cent. By verbal agreement B was to take over the insurance policy on the place from the date the property was turned over to him and refund to A the pro rata share of the premium, policy having run less than two months when property was turned over. It was also stipulated in the contract for deed that B was to pay all taxes on the property levied after the property was turned over, May 1st. B failed to live up to his promise to take over the insurance policy and A had to carry it through the year to protect his interest in the property, as only 20 per cent. had been paid. B also failed to pay the personal property taxes for the first year, claiming that as part of the personal property was exempt in the deal, A should pay all the personal property taxes (about \$20), which he did rather than have any trouble about it.

When the time came for the final payment on the contract, B made a big holler about the interest on the last payment, which according to the contract, was to be 10 per cent.—the usual rate demanded by the banks in

the State. To have the matter settled amicably, A agreed to take 4½ per cent.

A few of the things—personal property—which by mutual and verbal agreement were exempt in the deal, was left in the place, also by mutual verbal agreement, until such time as it should be convenient for A to take them out. Some of these things have been destroyed by B and others he refuses to give up, claiming they belong to him.

The contract and the deed was made out by a third party. Neither the contract nor the deed make any reference to personal property, only real estate and improvements are mentioned. No bill of sale was given for personal property. Now the question is: What can A do to get his rights? Can he force B to turn over property in question (the things referred to as exempt in the deal by verbal agreement)?

If A wanted to be mean could he not take all the personal property that was in the place at the time of sale? The deal was made three years ago and the deed executed two years ago.

Can B force A to give him a bill of sale now without any further consideration?

O. J. G.

Some weeks ago I described the predicament, wholly different from the above, of another man who had sold his business without legal advice. At the time I thought that was about the worst snarl I had ever encountered along that line, but the case above submitted is in some respects worse.

Below is a little list of things A, the seller, was to get from B, under the verbal agreement between them, but which he has failed to get:

1. The cost of carrying insurance after the deal was made.
2. The cost of personal property taxes after the deal was made.
3. Ten per cent. interest on the last payment.
4. The return of the fixtures which he left on the premises. Some are



destroyed and some the buyer refuses to deliver, claiming they are his.

The mistake here was in allowing so much of the deal to be verbal. Of course verbal agreements are not unenforceable. B could have been compelled to pay the insurance premium, and the full interest, and the taxes, notwithstanding his agreement to do so was verbal—if A could have proved it, but leaving it verbal made it one man's word against the other. The business man who makes a verbal agreement with another, not in the presence of witnesses, is surely laying up trouble for himself. He has nothing but his naked word, and while the other man hasn't either, nevertheless if the latter happens to be the more plausible of the two he may prevail.

The whole deal was badly managed. Any agreement for the sale of a business, outside of the real estate, should be reduced to writing and should go into the uttermost details. And especially should there be an inventory of every nut and bolt included in the sale. The full terms should also be set forth, and nothing is too trifling to put down. Where the sale includes the real estate and stock and fixtures, there should in the beginning be a blanket agreement covering both real estate and personal property, and providing that a deed be executed for the real estate and a bill of sale for the personal property. Then these latter papers, each complete in itself, should be executed at the proper time.

In the above case A could not claim all the personal property, unless he wanted to commit perjury, for he would have to admit that some of it passed with the sale. As to the goods which were not supposed to pass, he can sue B for what was destroyed and replevin what B holds unlawfully. I should not deliver a bill of sale until B has accounted for everything that didn't belong to him, and has also refunded all the money which A spent

for expenses which, under the agreement, belongs to B.—(Copyright, March, 1919, by Elton J. Buckley.)

### A SIMPLE AND RAPID METHOD FOR THE ESTIMATION OF ALCOHOL AND SPIRITUOUS LIQUORS.<sup>1</sup>

By NAGENDRA CHANDRA NAG, M.A., F.I.C., and PANNA LAL, M.Sc.

The method for the estimation of alcohol described below is the result of an investigation to devise a simple method for its estimation with a fair degree of accuracy, avoiding distillation.

The method consists of treating a known quantity of spirituous liquor in a glass tube graduated in tenths of a Cc. (or finer graduation if procurable) with an excess of anhydrous potassium carbonate, adding about 5 to 10 per cent. of water in case the percentage of alcohol is above 90. The mixture is then thoroughly shaken and allowed to settle (or preferably centrifuged), when it will separate into a lower layer of solid potassium carbonate, a middle layer of saturated solution of potassium carbonate, and an upper layer of alcohol hydrate corresponding with the formula  $4C_2H_5OH, H_2O$ , as will appear from the experimental results given below. The aqueous potassium carbonate solution (middle layer) contains 0.00275 vol. of alcohol hydrate per Cc.

The composition of the alcohol hydrate was determined by density determinations by weighing, as well as by the glass hydrometer at  $15.6^\circ C$ . The results for specific gravity were 0.81961 and 0.8200 respectively, corresponding with 94.04 and 93.92 per cent. of alcohol by volume. The formula  $4C_2H_5OH, H_2O$ , assigned to the hydrate requires 94.061 per cent. of absolute alcohol by vol., 91.089 per cent. by weight. The alcohol hydrate does not leave any solid residue on evaporation, showing that it does not dissolve potassium carbonate. The coefficient of expansion of the alcohol hydrate as determined by a weight ther-

<sup>1</sup> Reprinted from Jour. of the Soc. of Chemical Industry, Sept., 1918.



mometer was 0.001076; calculated theoretically by extrapolation from Tralles' Table II. the value 0.001068 was obtained.

The formula obtained for calculating the percentage of alcohol as the results of experiment and on theoretical grounds is as follows: Percentage of alcohol =  $(V + v \times 0.00275) [1 - 0.001068 (t - 15.6)] \times 0.7936 \times 94.06 \div W$ , where  $V$  = volume of alcohol hydrate directly read off in graduated tube in Cc,  $v$  = volume of the saturated potassium carbonate solution (middle layer),  $t$  = temperature observed during the experiment in °C.,  $W$  = weight of the sample taken in Gm., 0.00275 is the solubility (in Cc.) of the alcohol hydrate per Cc. of the saturated potassium carbonate solution (middle layer), 0.001068 is the apparent coefficient of expansion of the alcohol hydrate, 0.7936 is the specific gravity of absolute alcohol (15.6°/15.6°; it is assumed that the graduation of the glass apparatus used had been carried out at 15.6° C.), and 94.06 is the percentage by volume of absolute alcohol present in the alcohol hydrate liberated (upper layer). (This corresponds to percentage composition by weight, alcohol 91.089, water 8.911, the corresponding density being 0.819514.)

If the volume of saturated potassium carbonate solution is less than 2 Cc. the correction for the solubility of alcohol hydrate in potassium carbonate solution may be dispensed with as it does not appreciably affect the result.

In order further to verify the formula given above, 5 Cc. of Merck's alcohol (marked "absolute alcohol, sp. gr. 0.795") was mixed with saturated potassium carbonate solution, some solid carbonate also being added. The strength of the alcohol as calculated by our formula was 99.46 per cent.; the specific gravity observed by means of a gravity bottle was 0.79536, corresponding to 99.44 per cent. by weight of alcohol.

The percentage of alcohol found in a sample of whiskey was 39.45 using

our method, and 39.47 by distillation (using ice).

Numerous estimations have been made in alcohol solutions and spirituous liquors by this simple method and in many cases the results have been tested and confirmed by hydrometer readings. The results obtained were almost identical by the two methods. The point at which there is some slight disagreement between our experimental figures and those of published tables (Tralles' tables), is where the apparent coefficient of expansion of the alcohol hydrate is 0.001076. This might be urged as additional evidence for the existence of this hydrate.

In conclusion it may be mentioned that the method is quite accurate even though not more than 5 Cc. of the liquor under examination be used. Solids in solution do not affect the result. Loss by evaporation is prevented, as distillation is avoided and readings are taken in closed tubes. Ice is not required even if the temperature be high. This method is equally applicable to methyl alcohol.

Hindu University Chemical Laboratory,  
Benares, India.

#### CALIFORNIA PHARMACEUTICAL ASSOCIATION NOTES.

As members of the State Association you are, no doubt, interested in its affairs—if not you should be. Why should the Association lie dormant from one convention meeting to another? Cannot something be done for the members during what is known as this "dormantitis" period? At the present time—this being the year the Legislature meets—it is active or rather the legislative committee is, in looking after legislative matters at Sacramento. This committee is thoroughly organized, with Mr. H. S. Kirk of Sacramento as chairman, and Mr. D. R. Rees of San Francisco is engaged in watching and caring for the details, as they will affect all of you either for better or worse. There is a total of about fifteen bills pre-



sented in the Legislature, that affect the retail drug trade. The principal ones are: Sunday Closing Bill, New Narcotic Amendments, containing the Hypodermic Syringe Clause, bill prohibiting sale of Patent Medicines for Venereal Diseases; Weights to be placed on all packages containing drugs, and a bill to prevent the sale of Coca Cola. At first this bill was considered a joke but now it is taking a more serious aspect as it has supporters from **an unexpected** source. The author has been in the Legislature for years and is reported as a man above reproach.

Another bill of importance is the one regulating the sale of alcohol when the National Prohibition law goes into effect. This bill should receive the attention of all as it vitally affects everyone.

The bill containing the amendments to the Pharmacy law as passed at the State Convention at San Diego last July also interests the Association. For the benefit of those who are not familiar with these amendments they are, briefly, as follows:

First—The Board should be reduced to five members. To qualify one must be actively engaged in the retail drug business at time of appointment—to serve four years. In case of selling out or retiring from business, must resign within certain time—vacancy to be filled by Governor.

Second—Interchange of certificates with other States whose qualifications are on a par with ours.

Third—The deposit of all funds with State Treasurer. All warrants drawn, to be approved by Board of Control.

These have been discussed and passed upon for presentation. If you have had no opportunity to discuss them with your local representatives in the Legislature, please write them giving your views. We are anxious that the legislators get your viewpoint on these amendments.

The time is very short—next week is the time to strike.

The Place and Time Committee has agreed on this year's convention being held in San Francisco. The exact date has not been settled but suggested between the tenth and twenty-fifth of May. Those who are on the Committee of Papers and Queries will please take note and prepare their program. Now that the time and place of meeting has been selected begin early on your plans to attend. All of you have had a busy time for the last five months and owe yourselves rest and relaxation.

Please remember that the Secretary-Treasurer is waiting the receipt of your annual dues. The year will soon be up—a report has to be made—see that your name is in it.

F. A. GARDNER, Riverside, President.

E. A. HENDERSON, Los Angeles, Sec'y.-Treas.

### THE ANNUAL MEETING OF THE A. D. F. I. CO.

#### Plans For Its Own Home.

One of the most interesting and important meetings of the A. D. F. I. Co., which was also the 12th annual meeting of the company, was held in Cincinnati on February 11th and 12th. The business of the company has shown splendid progress during 1918, and it now insures nearly 14,000 retail drug stores throughout the country. Possibly the best evidence of the growth and success of the company is found in the fact that after four years of deliberation the directors have decided that the company shall have its own home for which the site has already been purchased.

While the plans have not been completed it has been fairly determined that the company will erect an office building on what will be one of the most prominent corners of Cincinnati. The company secured the holdings under exceedingly favorable



conditions, the entire site fronting 83 feet on Walnut street, and 100 feet on the new boulevard. Within a very few years one of the finest office buildings of Cincinnati will result from the co-operation of the retail drug trade of the country in having built up a fire insurance enterprise of its own, which financially is one of the strongest.

On January 1st the assets of the A. D. F. I. Co. amounted to \$557,341.39, with ordinary liabilities for taxes, expenses, and unadjusted fire losses of \$19,465.84, liability for reinsurance reserve of \$100,925.30, leaving capital and surplus of \$436,950.25, which means that on January 1st the company had available net assets for the protection of its policy holders of \$537,875.55.

During the year 1918, which was the best year in the history of the company, it wrote insurance of \$23,958,299.00, at a premium of \$252,582.91. The savings made the retail drug trade of the country in the cost of their insurance during the year 1918 inclusive of the saving because of not charging the war-premium increase amounted to \$109,670.29.

The board of directors declared an annual dividend of 10 per cent payable March 1st.

The stockholders re-elected all of the directors as follows: Chas. H. Avery of Illinois, L. G. Heinritz of Massachusetts, J. H. Beal of Illinois, E. W. Stucky of Indiana, Wm. C. Anderson of New York, Geo. B. Kauffman of Ohio, L. C. Hopp of Ohio, Simon N. Jones of Kentucky, John D. Muir of Michigan, Walter Rothwell of Pennsylvania, Geo. O. Young of West Virginia, M. S. Kahn of Maryland, E. B. Heimstreet of Wisconsin, and Frank H. Freericks of Ohio, and A. O. Zwick of Ohio.

The directors re-elected the following officers: President, Chas. H. Avery; vice-president, L. G. Heinritz; secretary and general counsel, Frank H. Freericks; treasurer, Geo. B.

Kauffman; executive committee, Chas. H. Avery, L. G. Heinritz, J. H. Beal, A. O. Zwick, Walter Rothwell, Geo. B. Kauffman, and Frank H. Freericks.

On Tuesday evening the visiting directors and stockholders were entertained by the local stockholders at dinner and thereafter the entire gathering formed a small theater party. The A. D. F. I. Co. has entered upon the 13th year of its business, and the 14th year of its existence, closing one of its most successful years and with every prospect of a splendid growth during 1919.

#### MARKET LETTER.

(By F. W. Dessel.)

The market during the last several weeks has been very quiet with a tendency downward in a large number of pharmaceuticals. This of course is to be expected in view of the fact that many drugs and preparations have been abnormally high. The bone dry movement has been causing considerable comment and uneasiness in some lines.

The market for crude drugs is still quite firm. This condition is due probably to a world-wide shortage in the great majority of crude drugs. The market, however, will be probably revised downward slowly but steadily. Labor, however, will continue to be a factor in the price of drugs and preparations. As long as labor remains firm there will be no revolutionary changes in the market.

There is a strong movement in soda fountain supplies of all kinds. The dry movement is causing a great boom in this business. The soda fountain is rapidly replacing the bar. Those who are in a position to make good use of the soda fountain should consider it a valuable asset for the store. The chief price changes: Advanced—Fennel, Jalap, Sabadilla, Turpentine, Wax, Wild Cherry Bark, Buchu; Declined—Acetanilid, Alcohol, Acid Salicylic, Chloroform, Ether, Phenol, Salol, Camphor, Beta-naphthol.



## PERSONAL AND DRUG TRADE NEWS

By Our Special Correspondents

L. E. Credon of Azusa, Calif., has purchased the pharmacy of H. I. Barnes.

C. F. Barnes of the Parke-Davis Co. of Northern California recently returned from the East where he paid a visit to the home office of the company.

J. G. Munson of San Jose has completed the remodeling of his store. It now makes a very neat appearance and possesses facilities for the handling of a much larger volume of business.

W. E. Murphy of St. Peters Pharmacy, corner of 24th and Alabama streets, has remodeled the entire front of his store. It makes a very substantial appearance.

D. B. Morgan recently of the U. S. Merchant Marine is again occupying his old position with the Kirk Geary Company.

Gus Eilers of San Mateo is the proud owner of a new "1919" Buick Six coupe.

Carroll Wentz of Gilroy, Cal., is now employed by Shumate's, Inc., of San Francisco, Cal.

The Model Pharmacy of Sonoma, Cal., recently moved into the Post Office building.

H. Noble, proprietor of the Diamond Drug Co., Oakland, has found the phonograph side line a profitable business.

We regret to announce the death of Russell Mitchell of Santa Rosa.

It is said that he took poison with suicidal intent.

Coggins and Matthews, owners of the Arcade Pharmacy, San Francisco, are having the entire store remodeled. They also installed a beautiful soda fountain.

G. A. Ritter is again with the Webster Bros. of Fresno. Mr. Ritter was recently honorably discharged from Uncle Sam's Army.

The Aitkins Pharmacy was recently purchased by John E. Doty.

G. E. Mead recently purchased the drug store of H. F. Giliand of Ontario, Cal.

A. C. Walter purchased recently from J. E. Jones the drug store in Lancaster.

The majority of pharmacists throughout the State signed a petition against the proposed Sunday closing law.

John E. Seibold of the Home Drug Co., Hyde and Jackson streets, San Francisco, has taken into partnership N. L. Lloyd.

Arthur Bowman has purchased the St. Germain Pharmacy, 23 Bryant street.

We regret to announce the death of Nels J. Neilson, who for many years has been actively associated with Kirk, Geary & Co. of Sacramento.

W. Earl Lindsey of the Palace Drug Co. of Monterey has joined the sales force of the Columbia Phonograph Co.



T. W. Jones, assistant secretary of the Southern California R. D. A., has been chosen assistant secretary of the California Pharmaceutical Association.

The Pacific Pharmacist regrets to announce the death of R. E. Reed of the Pacific Pharmacy of Santa Monica. It is said that he was a victim of influenza and pneumonia.

R. L. Eiley has been made a member of the California State Board of Water Commissioners. Mr. Eiley is a well known pharmacist at Colton, Cal.

#### HENRY KOPPMAN.

Word has been received in this country of the death in Sweden on January 5th of Henry Koppman, formerly of McKesson & Robbins, and well known to retail druggists throughout the United States. Mr. Koppman joined McKesson & Robbins in 1875 and was for 38 years active in the development of its business. Among some of his other activities, Mr. Koppman organized the Spanish Department of McKesson & Robbins, now one of the large flourishing departments of that organization. In April, 1913, on account of heart trouble, Mr. Koppman retired, by the advice of his physicians, and went to Sweden, the home of his wife, where he has since resided, and where, as advised, he died.

We regret to announce the death of Mrs. Eugene G. Eberle, wife of Professor E. G. Eberle, ex-president of the American Pharmaceutical Association and editor of the journal of the A. Ph. A. Mrs. Eberle was quite well known in pharmaceutical circles, having accompanied her husband to the meetings of the association. Her many friends will be grieved at the sad news. THE PACIFIC PHARMACIST extends sincere wishes of sympathy to Professor Eberle and family.

I. L. Nason, U. C. '14, is in Vladivostok, Russia, with the Supply Department of the American Expeditionary Forces.

Bob Steele, U. C. '13, is now back at his old position selling Haines cars, San Francisco. He was at Fort Rosecrans, San Diego, Cal., before being honorably discharged from the Army.

### **Drug Store For Sale Sacrifice Bargain**

This is a High-Class Proposition.

Stock and Fixtures—\$7500. Sales per year—\$20,473.90. With good management sales will run \$25,000 per year. Will lump stock and fixtures at \$6500, or sell at invoice. Best location in town. House and lot—\$3000. New home—would rent if could not sell, \$20 per month rent.

Winters is a live town of 1200 population and with 2500 people in close proximity. It is in the center of the best fruit section of California. Fine schools, two banks, several churches, city library.

Have assistance of only physician and veterinarian. Full prices. Store must be sold, owner taking up study of medicine.

Write for full particulars.

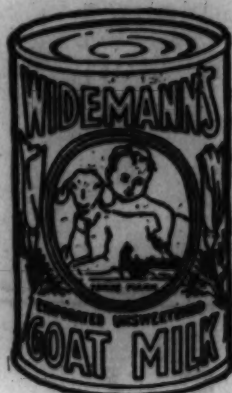
**E. B. KEMPER**  
**WINTERS, CAL.**

Oscar L. Garlich, ex-U. C. '17, who volunteered his services to Uncle Sam, recently received an honorable discharge from the Army. Lieutenant Garlich is one of the boys of whom we should be proud. He won his shoulder straps from genuine merit in infantry. He enjoyed his military career but now is glad that it is all over and that he can return to the California College of Pharmacy for the completion of his course.



Recommend

# GOAT MILK



11 oz. can  
Retail 25c

For Malnutrition of Infants and for Invalids. Invaluable in Tubercular cases. Do this and your customers will become your friends.

We can assist in building up a good business.

Send for our Sales Helps

**Widemann Goat Milk  
Laboratories**

Physicians Bldg.

San Francisco

George Caro and Diego Putnam were recently arrested for having a large quantity of cocaine in their possession. It is said that they made use of the Columbian Consul in carrying on the nefarious traffic. It is acknowledged that the consul was innocent of the transaction and was in no way to blame for his name being drawn into the case.

Oscar V. McCracken sold his pharmacy in Berkeley to Messrs. C. D. Evans and Z. A. Barker. The new firm will be known as the Service Pharmacy.

Fred Sandelion could easily furnish some reliable history on the pharmacy of Oakland, as he recently celebrated his fortieth year in the business. The interesting part of it is that Mr. Sandelion spent these forty years in the same location.

The State Board of Health recently unearthed a contraband drug ring

operating along the coast. A young lady is said to have been the center of this illegal combination. It appears that the narcotics were purchased from some British concern and came into this country by way of Mexico.

## "THE GRADUATE" GOES TO PRESS.

Full preparations are now under way for the publication of the "Graduate," the California College of Pharmacy annual, published by the student body of that institution.

At the beginning of the college term it was deemed an impossibility to even try to publish the "Graduate," owing to unusual conditions of the times. However with the ending of the war, students returned to their studies, and affairs became normal. School activities increased and the student body voted to publish the journal as usual.

The "Graduate" gives to the Alumni and graduating class a permanent record of their college career, and is indeed a worthy book. Ray Winans, editor, and G. Fortier, manager, have given much of their time to the success of the book and feel safe in promising a stronger, larger and more interesting edition than of any previous year.

All persons wishing a copy of the "Graduate" will, by mailing their address accompanied by one dollar, receive a copy on the day of its publication, which will be about the last of May.

Address all business communications to Mr. G. Fortier, California College of Pharmacy, Second and Parnassus avenue, San Francisco, Calif.

## THE HARRISON ACT,

As amended by the new War Revenue Act, will be mailed postpaid to any druggist, physician, dentist or veterinarian who will send a postal request therefor to "Mailing Department, Parke, Davis & Co., Detroit Mich." Please observe directions strictly.



# THE GRADUATE

**The California College of Pharmacy Annual**

---

A high-class book of original  
and scientific material.

Gives a permanent record to  
the Alumni and Graduates  
of their college career.

---

**ADVERTISING RATES EXCEPTIONALLY LOW**

Order Your Copy Now  
**Price Only One Dollar**

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Address All Business Communications to

**GEORGE FORTIER, Mgr.**

**San Francisco, Cal.**

Care California College of Pharmacy

Second and Parnassus Ave.



## UP JUMP SALES OF BAYER TABLETS OF ASPIRIN.



For the first time in pharmaceutical history the uses and dosage of Bayer Tablets of Aspirin are being advertised. This is part of the effective million dollar campaign for this wonderful product now in full swing. The smashing everyday drive through newspapers everywhere is increasing demand to a remarkable degree.

New customers daily are added to those who for years have appreciated the Bayer product. When they ask for Aspirin they expect and should be given Bayer Tablets of Aspirin.

It is this national advertising which is creating the demand, so materially increasing the profits of druggists wise enough to hook up with the unusual campaign.

Big space is used in nailing dealers who falsely insinuate that Bayer Tablets of Aspirin are German when they are wholly American made and owned. Druggists who value good will, increase the confidence of patrons who have a right to expect to find the Bayer Cross on the tablets they ask for, in response to the advertising.

As the Bayer Company look at the case, it doesn't pay to lose the good will of deceived customers, while it does pay to take advantage of their liberal sales policy.

Druggists are invited to double their orders. Thus they can care for the greatly increased demand and enjoy bigger profits. There has been no change in prices. All sizes are advertised. To enable every druggist to link his store with this big million dollar campaign, an artistic, new window display of Bayer Tablets of Aspirin will be sent free, upon a request, addressed to The Bayer Company, Inc., 117 Hudson st., New York.

## COLLEGE NOTES.

Philip S. Haley of the class of '19, California College of Pharmacy, is now with the Pacific Drug Co., 3rd and Folsom streets.

The Lambda Kappa Sigma sorority of the California College of Pharmacy entertained members of the fraternities at a dance February 24th at the home of Miss Margaret Eckhoff. Those who were present to enjoy the evening were the Misses Grace Wigg, Clara and Chipman Wells, Helen Mudgett, Elsie Christensen and Margaret Eckhoff. Messrs. Chas. Lienau, Ray Winans, Tommy Perkins, Norman Rudy, Benjamin Schroeder, and Arthur Widing.

Miss Grace Wigg, U. C. '20, gave a very pretty St. Patrick's Day dance March 17th at her home on 5th ave. The evening was spent in games, dancing and music and every one present had an enjoyable time. Those present were: Misses Emery, Margaret Coffee, Margaret Eckhoff, Helen Mudgett, Elsie Christensen, Chipman and Clara Wells and Grace Wigg; Messrs. Philip Haley, Ray Winans, Tommy Perkins, Cedric MacClure, Bertram Coffee, Benjamin Schroeder, Chas. Lienau, and Ed Levy and Mr. and Mrs. Goldman.

**FOR SALE**—Live wire Rexall Drug Store. In a class by itself as a money maker. Will stand the most grilling investigation. Sales last year over \$21,000. Can be greatly increased with proper attention. Requires about \$10,000 cash to handle. Owners have other business. If interested write box 86 Portola, Cal.

**THOROUGHLY** Experienced saleslady desires a position with a drug firm. Best of references. M. S., 502 Clayton st., City.



When people come into your store they expect to get the genuine Bayer Tablets of Aspirin



# Double Your Stock Immediately!

HERE are just a few of the compelling headlines in the One Million Dollar Bayer Tablets of Aspirin campaign. Newspapers everywhere are telling the people how to use the American made and American owned



## Bayer-Tablets of Aspirin



Send for New Artistic Window Displays.

You will hold your customer's good will by giving them only "Bayer Tablets of Aspirin," and at the same time you will make greater profits for yourself.

The important, immediate thing to do is to Order Now.

THE BAYER COMPANY, Inc., 117 HUDSON STREET, NEW YORK, N. Y.

The trade-mark "Aspirin" is a guarantee that the monoaceticacidester of salicylicacid in these tablets is of the reliable Bayer manufacture.





### "MULFORD PRODUCTS IN INDIA".

The accompanying illustration shows the arrival of a shipment of Mulford Biological and Pharmaceutical products at the Bombay Medical Stores, Bombay, India.

The figure on the left is Mr. E. Stella, Managing Director of E. Stella & Company who are the distributing agents for the H. K. Mulford Company in India.

The supply of Biological and Pharmaceutical products arrived just in time to be of considerable service to the British forces in Mesopotamia.

The tall figure to the right, standing next but one to Mr. Stella is Mr. A. Chesterfield Newburger, a Mulford representative who has traveled around the world in the interests of this firm and who arrived at Bombay at the same time the shipment of goods arrived.

The shipment shown in the illustration was sold by Mr. P. B. Deane, Special Representative of the H. K. Mulford Company, who has traveled for a number of years in the Far East and only recently returned from a two year trip to China, India, Australia and Asia.

Mr. Deane had a very interesting experience on his recent trip; he was traveling on a British Transport from Sydney, Australia, to Bombay, India, when suddenly news was flashed to the vessel by wireless, that the German raider

"Wolf" was about and a number of anxious hours were spent by those on board. However, by changing the course of the vessel, the raider was avoided and Bombay was reached without mishap.

Starling's Package Confectionery, Berkeley, a new establishment recently opened, purchased their entire soda equipment from Langley & Michaels Co. The fountain is a Walrus 12-foot outfit and the carbonator is of same manufacture.

In past years Langley & Michaels Co. have sold a number of fountain equipments to billiard and pool parlors, and a recent installation is a 10-foot Walrus "White Iceless" purchased by The Brunswick, Hanford. As this is a very popular and largely patronized place, there is no doubt the new department will prove a valuable acquisition.

The popularity of the new type Walrus "White Iceless" fountain is attested to in a number of sales through the Coast agents, Langley & Michaels Co. One of the more recent deliveries is a 10-foot counter outfit to the Thompson Confectionery, Cloverdale, where it takes its place with a number of improvements made in this popular store.

We acknowledge a card from Sergeant Arthur H. Meese, U. C. '16. At present he is in one of the largest hos-



## NOTICE

P. W. R.

## CODEINE

U. S. P.

Alkaloid and Salts

We call attention to the particularly fine character of our crystalline output from which the powdered articles are made, assuring products most suitable for general use in the drug trade.

**POWERS-WEIGHTMAN-ROSENGARTEN CO.***Manufacturing Chemists*

New York

PHILADELPHIA

St. Louis

pitals in France, at Brest. His duties are those of first sergeant, which keeps him very busy. He is very well and does not expect to return home for some time. He may be addressed at Camp Hospital 33, A. E. F., Brest, France.

**OFFICERS OF AMERICAN PHARMACEUTICAL ASSOCIATION.**

The board of canvassers of the American Pharmaceutical Association have counted the ballots cast in the annual election. The following have received a plurality of the votes and are elected:

President, L. E. Sayre, Lawrence, Kas.; first vice-president, Theo. J. Bradley, Boston, Mass.; second vice-president, Harry Whitehouse, Johnson City, Tenn.; third vice-president, E. Fullerton Cook, Philadelphia, Pa.; Members of the Council, J. H. Beal, Urbana, Ill.; C. H. LaWall, Philadelphia, Pa.; S. L. Hilton, Washington, D. C.

**THE WORLD'S OLDEST PRESCRIPTION.**

According to an English authority—Prof. A. Macalisher of Cambridge—one of the earliest prescriptions of which there is a record was for a "hair wash," for "promoting the growth of the hair," for the mother of King Chata, second king of the first dynasty, who reigned about 4,000 B. C. It is as follows:

Pad of a dog's foot.....1  
Fruit of a date palm.....1  
Ass's hoof .....1

Boil together in oil in saucepan.

Directions for use: Rub thoroughly in.—*Red Cross Messenger.*

**Powder For Lemonade.**

B. G., Indiana.—Perhaps the following formula will meet his requirements:

Citric Acid ..... 25 grs.  
Powdered White Sugar..... 1¼ ozs.  
Soluble Essence of Lemon..... 1 dr.  
Butter Coloring ..... q s

Rub the sugar and essence of lemon with the butter color until nearly dry, then mix with the citric acid.



## FORMULAS

### Liquid Corn Cure.

Dr. E., Toronto, Canada.

Salicylic acid ..... 30 grs.  
Collodion ..... 1/2 oz.  
Ext. Cannabis Indica ..... 10 grs.

Mix. Apply with camel's hair brush for four nights, then soak the foot in very hot water for twenty minutes, and the corn can be lifted entirely out. This remedy may be relied upon.

### Library Paste.

B. B. A., Shreveport, La.

Rice starch ..... 1 av. oz.  
Gelatin ..... 3/8 av. oz.  
Water ..... 8 fl. ozs.  
Oil of cloves ..... 8 drops

Incorporate the starch powder with the water, add the gelatin, and heat gently over a water bath until a jelly results.

### Paint For Damp Walls.

M. D. M., Hull, England.

Linseed oil, boiled ..... 5 parts  
Turpentine ..... 5 parts  
Resin ..... 5 parts  
Chalk ..... 15 parts

Use as a paint, and apply to the walls in the ordinary manner.

### To Clean Gold.

B. D. P., Boston, Mass.

Chlorinated lime ..... 4 drs.  
Bi-carb. soda ..... 1 oz.  
Salt (common) ..... 4 drs.  
Water ..... 8 ozs.

Apply with soft rag or brush.

### Dye Soaps.

J. H. K. Jr., Chicago.

We are not familiar with the composition of these proprietary dyes which seems to be simply a mixture of non-acid aniline dyes with a soap base.

### Ebony Wood Stain.

E. M., Nashville, Tenn.

This preparation is used to give wood a jet black finish and is usually termed ebonizing.

Logwood chips ..... 10 av. ozs.  
Lamp black ..... 1/2 av. oz.  
Copperas ..... 1/2 av. oz.  
Water ..... 1 gal.

Boil the logwood chips in the water until exhausted; then remove from the fire and strain. In the strained liquor dissolve the copperas and lamp black.

This stain is to be applied to the wood hot, and several coats will be required to produce the desired effect. In varnishing, a little drop black should be added to the varnish.

### Standard Adhesive Mucilage.

C. I. Co., Boston, Mass.

Gum arabic, in fine powder ..... 8 ozs.  
Glucose ..... 2 lbs.  
Boiling water ..... 20 fl. ozs.  
Acetic acid ..... 1 oz.

Dissolve the gum arabic in the water, then add the glucose and bring the whole to a good boil. Remove from the fire, and lastly add the acetic acid.

### For Brittle Nails.

\* At this season of the year there is a constant demand for something that will prevent finger nails from cracking and breaking. For this purpose the following formula will be found quite efficacious:

#### No. 1.

Extract of nux vomica ..... 8 grs.  
Pilocarpine nitrate ..... 2 grs.  
Sodium arsenate ..... 1 gr.  
Zinc oxide ..... 15 grs.  
Calcium glycerophosphate ..... 15 grs.  
Tincture of cochineal ..... q. s.  
Hydrous lanolin ..... 1/2 oz.

Make an ointment.

#### No. 2.

Powdered mastic ..... 240 grs.  
Bay salt ..... 30 grs.  
Resin ..... 30 grs.  
Alum ..... 30 grs.  
White beeswax ..... 30 grs.

Make an ointment. One of these ointments is spread over the nails at bed-time.

### Frost-bite and Chilblains.

A remedy which has been found effective at the Army Nursing Homes at Folkestone consists in the use of a 5 per cent. hydrogen peroxide solution with tincture of iodine, 1 fl. dram to the pint, applied as a compress for twelve hours, followed by dry boric wool bandages. This treatment relieves the pain, improves the capillary circulation, and heals the sores, while the sensation in the toes soon returns. Tried side by side with other remedies, this procedure has given by far the best results. The



treatment is excellent also for chilblains.—The Lancet.

### Concentrated Fruit Oils for Flavoring Desserts.

D. B. N., St. Paul, Minn.

#### OIL CURRANT.

|                      |         |
|----------------------|---------|
| Ethyl acetate .....  | 5 parts |
| Ethyl benzoate ..... | 1 part  |
| Aldehyde .....       | 1 part  |
| Benzoic acid .....   | 1 part  |
| Oenanthic acid ..... | 1 part  |
| Tartaric acid .....  | 5 parts |

#### OIL PEACH.

|                         |         |
|-------------------------|---------|
| Ethyl formiate .....    | 5 parts |
| Ethyl butyrate .....    | 5 parts |
| Ethyl acetate .....     | 5 parts |
| Ethyl sebacate .....    | 1 part  |
| Ethyl valerianate ..... | 5 parts |
| Oil bitter almond ..... | 5 parts |
| Aldehyde .....          | 2 parts |
| Glycerin .....          | 5 parts |
| Amyl alcohol .....      | 2 parts |

#### OIL PINEAPPLE.

|                      |            |
|----------------------|------------|
| Ethyl butyrate ..... | 50 parts   |
| Amyl butyrate .....  | 100 parts  |
| Chloroform .....     | 10 parts   |
| Aldehyde .....       | 30 parts   |
| Glycerin .....       | 30 parts   |
| Alcohol .....        | 1000 parts |

#### OIL RASPBERRY.

|                                                              |            |
|--------------------------------------------------------------|------------|
| Ethyl benzoate .....                                         | 10 parts   |
| Ethyl formiate .....                                         | 10 parts   |
| Ethyl nitrate .....                                          | 10 parts   |
| Amyl acetate .....                                           | 50 parts   |
| Aldehyde .....                                               | 10 parts   |
| Glycerin .....                                               | 40 parts   |
| Saturated solution of tartaric acid<br>in cold alcohol ..... | 50 parts   |
| Alcohol .....                                                | 1000 parts |

#### OIL WILD CHERRY.

|                         |          |
|-------------------------|----------|
| Ethyl benzoate .....    | 5 parts  |
| Ethyl acetate .....     | 10 parts |
| Oil bitter almond ..... | 2 parts  |
| Benzoic acid .....      | 2 parts  |
| Oxalic acid .....       | 1 part   |

#### OIL STRAWBERRY.

|                        |            |
|------------------------|------------|
| Ethyl butyrate .....   | 50 parts   |
| Ethyl formiate .....   | 10 parts   |
| Ethyl nitrite .....    | 10 parts   |
| Ethyl salicylate ..... | 10 parts   |
| Ethyl acetate .....    | 50 parts   |
| Amyl .....             | 30 parts   |
| Amyl butyrate .....    | 20 parts   |
| Glycerin .....         | 20 parts   |
| Alcohol .....          | 1000 parts |

### Furniture Insects.

It is no easy job to get rid of insects that infest furniture, but the following will probably do the work as well as anything:

|                           |       |
|---------------------------|-------|
| Corrosive sublimate ..... | 1 oz. |
| Ammonium chloride .....   | 1 oz. |
| Water .....               | 1 pt. |
| Glycerin .....            | 1 oz. |
| Methylated spirit .....   | 1 pt. |

Use with caution. The best way to apply this preparation is with a small

sash-tool, or painters' brush; let the furniture be left in the open air, in the sun, after the application. If the wood-work is not varnished, expose it to the vapors of benzine or kerosene, but the former method is the better, and when the coating is dry the holes may be stopped up with a strong gum gelatin solution, and the surface finally coated with a solution of resin in alcohol, or varnished. The essential oils are said to be good for the purpose, but their odor is usually against their use. Another method consists in thoroughly dusting the eaten parts with quicklime, in fine powder, and then treating with the ammoniacal liquor of gas-works. In any case, the wood should be carefully brushed before being operated upon.—The Spatula.

### Camphor Cream.

F. E. D., Utica, N. Y.

|                        |         |
|------------------------|---------|
| White petrolatum ..... | 3½ lbs. |
| Beef suet .....        | 1 lb.   |
| White wax .....        | 1½ lbs. |
| Spermaceti .....       | ½ lb.   |
| Camphor .....          | 1 lb.   |

Melt and pour into moulds.

### To Renovate Canvas.

D. B. I., Peoria, Ill.

Coat it with a black leather varnish such as the following:

|                             |          |
|-----------------------------|----------|
| Digest shellac .....        | 12 parts |
| White turpentine .....      | 5 parts  |
| Gum sandarac .....          | 2 parts  |
| Lampblack .....             | 1 part   |
| Spirits of turpentine ..... | 4 parts  |
| Alcohol .....               | 96 parts |

### Eye Water.

Dr. C., Vancouver, B. C.

|                    |            |
|--------------------|------------|
| Boric acid .....   | 80 grs.    |
| Zinc sulfate ..... | 8 grs.     |
| Glycerin .....     | 1 fl.oz.   |
| Rose water .....   | 7 fl. ozs. |

Mix, dissolve and filter.

### Nerve and Bone Liniment.

M. M., Columbus, Ohio.

|                         |         |
|-------------------------|---------|
| Oil of origanum .....   | 1 oz.   |
| Oil of rosemary .....   | 1 oz.   |
| Oil of amber .....      | 1 oz.   |
| Oil of hemlock .....    | 1 oz.   |
| Oil of turpentine ..... | 32 ozs. |
| Linseed oil .....       | 16 ozs. |

Color with alkanet.



CLASSIFIED.

This Department is free to Druggists, Drug Clerks, Doctors, Dentists, Chemists, Veterinarians and Nurses. Make your wants known and we will do our best to see that you get results.

**EXCHANGE**—For a good paying Drug Store in a prosperous town, anywhere in California, country preferred, 50 by 140 ft. lot, in fine residential district of San Diego, or 160 acre ranch, uncultivated, with plenty of water, six miles west of Ramona. If interested, write to: W. F. Belcourt, Druggist, Angels Camp, Cal.

**WANTED**—To hear from owner of good drug store for sale. Send price and full particulars to D. F. Bush, Minneapolis, Minn.

**SPECIAL ATTENTION**—If you want to sell your drug store, or buy one in any State, or want any kind of position, or need any kind of an employee, or need a Doctor, Dentist or Veterinarian, write F. V. Knies, R. P., Bee Bldg., Omaha, Nebr. Estab. 1904.

The F. A. Weck Drug Store Exchange, 501 Third avenue, San Francisco, submits the following:

**DRUG STORE** in one of the largest and richest mining towns in Arizona; doing a good business, about \$90 per day. Price, \$12,500 or inventory. Would accept half cash and terms for balance. For particulars apply to F. A. Weck Drug Store Exchange.

**DRUG STORE** in Yolo County in good town, doing good cash business; low rent. Owner purposing to practice medicine. Price, \$5,500, or inventory. Apply to F. A. Weck Drug Store Exchange.

**DRUG STORE** in thriving Oregon town, doing a good business. Owner about to retire on account of advanced age. Value of stock and fixtures, \$7,700, or inventory; would consider part cash and term payment for balance. F. A. Weck Drug Store Exchange.

**DRUG STORE** in Kern County. Only drug store in town; doing a good cash business. Stock and fixtures valued at \$5,500. Would consider part cash and terms or some trade. F. A. Weck Drug Store Exchange.

**DRUG STORE** in Butte County, well established and doing good business, and very low expense. Full particulars to interested parties. F. A. Weck.

**DRUG STORE** in San Francisco in thickly residence district. Owner has outside business, reason for selling. Daily sales, \$22.50; rent, \$32.50. Price \$3750. F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**NEVADA COUNTY.** Store doing large prescription business. Rexall and Eastman's agency. Good all the year business; summer and winter resorts. Price, \$5,500.

**DRUG STORE** for sale, San Jose, \$3000. Good location, clean stock, good business and small expenses.

**SMALL DRUG STORE** in San Jose doing fair business and improving. Owner in ill health and must retire. Stock and fixtures valued at \$1600.

**DRUG STORE** for sale, Sacramento, \$8000. Money-making business, well established and good location. Good opportunity for a live man with sufficient capital.

**DRUG STORE** for sale in Santa Cruz Co., \$2000. Old established drug store in one of the best towns in California. Good opportunity for active man. Owner wants to retire on account of old age.

**LOCATION** for a drug store in a thriving town, near San Francisco, located on the main street in a modern new brick building. Low rent and a lease can be obtained if desired. This is an exceptional opportunity for a live druggist wanting to open a new store or to move from some other location.

**DRUG STORE**, Eureka, Cal. In the center of the city; modern fixtures; doing good business; owner has other interests. Eureka is a fast-growing city of 2000 population; good business the whole year. Price, \$7,000.

**DRUG STORE** in Oregon town (county seat). Owner must sell on account of ill health. Will sacrifice stock, \$3500. This is an exceptional opportunity for an active man—only drug store in town, also fine residence at \$4000 optional, may consider clear real estate exchange.

**DRUG STORE** in San Jose, Cal. Clean stock, modern fixtures. Owner will sell at discount from inventory as other business requires his attention.

**DRUG STORE** in Sacramento County, good town; owner wants to retire on account of old age. Good opening for doctor-druggist. \$2500.

**DRUG STORE** for sale, San Francisco, \$4000. On prominent business corner, Richmond District; modern fixtures, clean stock, doing good business; owner wanting to leave State is the only reason for offering store for sale. This is an exceptionally good offer for any live druggist.

**FOR SALE**—Drug store at Larkspur, Marin County, for sale owing to death of owner, and widow must sell. Larkspur and vicinity has about five hundred population and good country trade. A popular summer resort. A splendid chance for a druggist or doctor druggist to build up a prosperous business. Modern fixtures and stock valued at \$2500; the store has been established about three years. Rent of store and six-room flat \$30 per month. The store will be sold at a sacrifice. If interested call on F. A. Weck, 501 3rd Ave., San Francisco, Cal. Make appointment to see the store. Any reasonable offer will be considered.

**DRUG STORE WANTED**—We have a client wanting to buy a good drug business in one of the bay towns. Business must be on a good paying basis, sufficient to satisfy the employment of a registered pharmacist and a boy. Good location, clean stock and modern fixtures. State particulars. Address, F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**FOR SALE**—Drug store in San Luis Obispo county, in prosperous dairy section, thirty-five miles from nearest drug store. Population, 300; large country trade; clean stock and modern fixtures; daily sales, \$17 to \$18; rent, \$8 per month; price, \$2000. Get particulars from F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**FOR SALE**—Drug store Solano county; sixty miles from San Francisco; doing good cash business and a large prescription file; A. D. S. and other agencies; new stock and fixtures; price, \$5000. For particulars address, F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**FOR SALE**—Drug store in a rich mining town in California. Managing owner called to war. This is one of the finest equipped drug stores in the State. Stock and fixtures valued at \$8000 to \$10,000 but is offered for \$5000. Inventory of stock and description of fixtures and other particulars may be had by applying to F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**DRUG STORE**, Angels Camp, one of the best equipped drug stores in the State. This drug store is offered at a bargain in part or as a whole. Stock or fixtures may be bought separately. Anyone contemplating opening a drug store would find it an advantage to investigate this offer. The fixtures are in sections and could be easily packed and shipped to any other location at very much less than new and cheap fixtures could be installed at. If interested, communicate with F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**DRUG STORE**—One of the best in the city of Fresno is offered for sale on account of the draft. Stock and fixtures about \$9000, will make some discount on inventory of stock. Modern fixtures; clean stock; A. D. S. agency. For particulars apply, F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**FOR SALE**—Drug store in Oakland residence district doing \$25 to \$30 per day. Owner expects to enter the Medical Department of the U. S. Army. Will sell at inventory, about \$2500; stock and fixtures new; established about one year. For particulars address, F. A. Weck, 501 3rd Ave., San Francisco, Cal.

**DRUG STORE** out of San Francisco. Invoice price about \$4000; daily sales, \$25 to \$30; good agencies and growing business. For particulars see F. A. Weck, 501 3rd Ave., San Francisco, Cal.

If interested in the above list of business opportunities, address F. A. Weck Drug Store Exchange, 501 Third avenue, San Francisco, Cal.



## THE JAMES H. BARRY COMPANY

Incorporated

THE STAR PRESS

**Printers and  
Publishers**

Book Binding,

Designing,

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*We print.....*

*The Pacific Pharmacist*

1122-1124 Mission Street, San Francisco

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### Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 6000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dirs., Zinc Mines, etc. *This valuable Reference Book free. Write for it.*

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Our Analytical Advertising Counsel and Sales Promotion Service will improve both your plan and copy, thus insuring maximum profits. Submit your literature for preliminary analysis and quotation—no obligation.

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## WALTERS SURGICAL COMPANY

Manufacturers and Importers

**Surgeons' Instruments  
and Hospital Supplies**

393 SUTTER STREET  
SAN FRANCISCO CALIFORNIA

Telephone Douglas 4017

### The Explanation.

A British soldier was walking down the Strand one day. He had one leg off and an arm off and both ears missing and his head was covered with bandages, and he was making his way on low gear as best he could, when he was accosted by an intensely sympathetic lady who said:

"Oh, dear, dear! I cannot tell you how sorry I am for you. This is really terrible. Can't I do something? Do tell me, did you receive all these wounds in real action?"

A weary expression came over that part of the soldier's face that was visible, as he replied:

"No, madam; I was cleaning out the canary bird cage, and the d——d bird bit me."—Exchange.

Sing a song of Savings Stamps,

The cost of living's high,

But have you counted all the things

These Savings Stamps will buy?

### BARGAINS.

**DRUG STORE**—In the Mission district, San Francisco, doing a large prescription business for several lodges and family trade, clean stock and modern fixtures. Low rent and good daily cash sales. Price \$3200. Communicate with F. A. Weck, 501 3rd ave., San Francisco, Calif.

**DRUG STORE**—In center of business and residence district in San Francisco. Owners have other business requiring their undivided attention and will sell at a sacrifice, even inventory cost. The business is well established and doing a good business; very low rent and good daily cash sales. Interested parties are invited to investigate. Estimate value \$1500 to \$1800. Apply to F. A. Weck for particulars.

**DRUG STORE**—In Mission, San Francisco, doing good business; clean stock, oak fixtures; rent \$35.00. Owner has other business and wants to leave the city. Value of store \$2500. For particulars apply to F. A. Weck, 501 3rd ave., San Francisco, Calif.

**DRUG STORE**—On one of the most traveled streets in San Francisco, in the business center. Owners interested in other business. This store is well established and doing a large business. Interested parties will be granted full privilege to make complete investigation. Price \$15,000. For particulars apply to F. A. Weck, 501 3rd ave., San Francisco, Calif.

**DRUG STORE**—In thickly settled residence district, San Francisco. Stock and fixtures valued at \$4250. Will sell for lump sum or inventory, terms if desired. Apply F. A. Weck, 501 3rd ave., San Francisco, Cal.



## World-Wide Popularity

**J**OBBERs, dealers and the general public — all join in praising the Walrus Soda Fountain. From the ends of the earth we have received unsolicited letters, attesting to the splendidly superior qualities of the Walrus Fountain.

Consider carefully the fact that Walrus Quality Unsurpassed Soda Fountains can be found in most remote countries: Alaska, Greece, Japan, Mexico, the Philippines, etc.

The Hollister Drug Co., known throughout all Hawaii for its excellent soda service, operates a Walrus Fountain in far-off Honolulu.

But it is in the United States, of course, that the Walrus is best known. Thousands of Walrus Soda Fountains from Boston to San Francisco and from the frozen north to the sunny south daily serve the throngs—who in the aggregate spend millions of dollars for Quality at Walrus Quality Unsurpassed Fountains. Are you getting your share of this big business?

On request we will promptly send  
our interesting 1918 catalog.

**Walrus Manufacturing Co.**  
Decatur, Ill.

*Largest Builders and Distributors of High  
Grade Soda Fountains Thru Jobbers.  
Store Fixtures of Every Description.*



# Four Business Builders

## Bulgarian Bacillus Tablets

For travelers and office workers these tablets containing cultures of the true Bulgarian Bacillus are most convenient.

The Mulford Biological Laboratories are specially equipped to supply true, pure, living cultures of the Bulgarian Lactic Acid Bacillus, and a special method has been developed for incorporating the living cultures in palatable tablets which disintegrate rapidly in the alimentary canal.

**Supplied in vials of 50 tablets to retail at 75 cents.**

## Throat Antiseptic Tablets

Aid in preventing mouth infection. Excellent for correcting bad breath, relieving sore throat or hoarseness due to irritation from smoking or other causes. A convenient throat tablet for the public speaker or singer. More convenient and pleasant than liquid gargles and antiseptics.

The antiseptic action of these tablets is due to the generation of formaldehyde which occurs when the tablet is dissolved in the mouth.

**Supplied in vials of 25 tablets to retail at 25 cents.**

## Anti-Pyor

Dentists are recommending this efficient mouth wash, containing ipecac, for the prevention and treatment of pyorrhea. No branch of hygiene is receiving greater publicity than mouth hygiene. Dentists will expect you to supply Anti-Pyor on their specification and Anti-Pyor is a "repeater."

**Supplied in 4-oz. bottles to retail at 50 cents.**

## Sulphur and Cream of Tartar Lozenges

The Mulford Sulphur and Cream of Tartar Lozenges have earned the designation "The Smooth Lozenge with the Smooth Flavor." They are round and smooth and possess a pleasing flavor which makes the one-time customer come back for more. And, in addition, the Mulford guarantee of identity, purity and strength is back of every lozenge. Don't miss the big business on this lozenge. Stock up now.



37762

### H. K. MULFORD COMPANY

Manufacturing and Biological Chemists

**Philadelphia, U. S. A.**



# Influenza

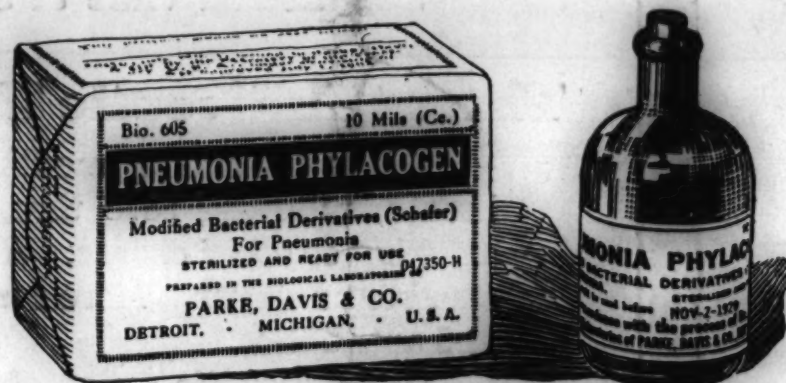
has created a large demand  
for these products



## Influenza-Pneumonia Vaccine

Used as a *preventive* of influenza  
and the pneumonia sequela.

Bottles of 20 mils, one in a package.  
Bulbs of 5 mils, one in a package.



## Pneumonia Phylacogen

Used in the *treatment* of influenza  
and the pneumonia sequela.

Bulbs of 10 mils, one in a package.  
Bulbs of 1 mil, five in a package.

Don't send large orders for these products. We couldn't  
fill them.

Have a few packages on hand, though, for emergencies.

If necessary, order by telegram from our nearest branch.

# PARKE, DAVIS & CO.